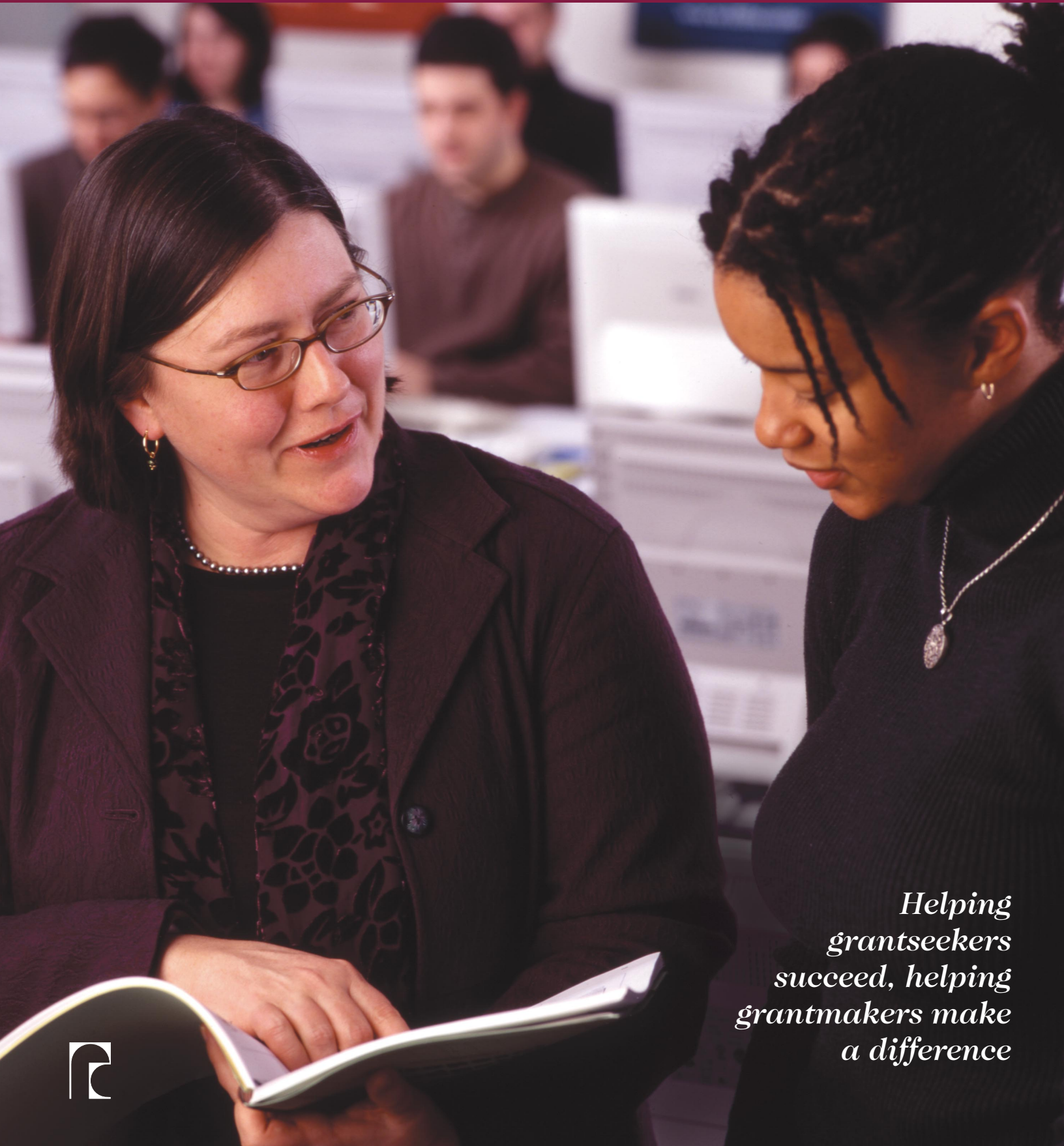


# The Foundation Center

2002 ANNUAL REPORT



*Helping  
grantseekers  
succeed, helping  
grantmakers make  
a difference*



# THE FOUNDATION CENTER'S MISSION

The Foundation Center's mission is to support and improve philanthropy by promoting public understanding of the field and helping grantseekers succeed.

To achieve our mission, we:

- Collect, organize, and communicate information on U.S. philanthropy
- Conduct and facilitate research on trends in the field
- Provide education and training on the grantseeking process
- Ensure public access to information and services through our World Wide Web site, print and electronic publications, five library/learning centers, and a national network of Cooperating Collections.

Founded in 1956, the Center is the nation's leading authority on philanthropy and is dedicated to serving grantseekers, grantmakers, researchers, policymakers, the media, and the general public.



## Contents

<b>From the Chairman and the President</b>	<b>2</b>
<b>Information Resources and Research</b>	<b>4</b>
<b>Education, Libraries, and Outreach</b>	<b>8</b>
<b>The Foundation Center Online</b>	<b>14</b>
<b>Foundation Center Cooperating Collections</b>	<b>16</b>
<b>Donors</b>	<b>20</b>
<b>Leadership</b>	<b>26</b>
<b>Financial Statements</b>	<b>28</b>

On the cover: Cynthia Bailie, director of the Foundation Center-Cleveland, gives personal attention to grantseekers who come to the library/learning center for help with their funding research.

# *The Foundation Center*



CHARTING  
the philanthropic landscape



HELPING  
grantseekers succeed



SHARING  
our knowledge of philanthropy



BUILDING  
the gateway to philanthropy  
on the Web



PROVIDING  
a communications conduit for the field

## FROM THE CHAIRMAN AND THE PRESIDENT

These are difficult and uncertain times for nonprofits and foundations alike. Nonprofits are challenged to find the support they need to carry out and sustain their programs, and foundations face increased demands on their constrained resources. In this critical period, the Foundation Center is a trusted ally to both.

The diverse community that comprises our sector continues to develop and change, and the Center is evolving along with it. This year's annual report brings this point home quite clearly. You will read about grantseekers, grantmakers, and program partners who are interacting with the Center in innovative ways, as well as traditional ones. And you will read about how we are adapting our work to the new environment. The value we bring to the sector continues to grow.

Despite the rapidly changing environment, in this second year of our three-year plan, our priorities ring as true as they did when we developed the plan. These priorities are:

- charting the philanthropic landscape;
- sharing our knowledge of philanthropy;
- helping grantseekers succeed, particularly the under-resourced;
- building the gateway to philanthropy on the Web; and
- providing a communications conduit for the field.

We made significant progress in all of these areas in 2002.

"Philanthropy's Response to 9/11: Creating the Record and Telling the Story" advances several of these priorities, yet it was conceived well after our Plan for 2001–2003 was put in place. Starting in the days following the terrorist attacks, Center staff has collected information on 9/11 giving by some 1,000 corporations, foundations, and other institutional grantmakers. During 2002 we created an online searchable 9/11 Funding Database of the donors, recipients, and grants and issued three research reports analyzing patterns of 9/11 giving and its effects on other grantmaking trends. To document the story that unfolded around the sector's critical role in the recovery and rebuilding, we collected a series of interviews initially published in *Philanthropy News Digest* and issued them in *September 11: Perspectives on the Field of Philanthropy*. This effort will continue through mid-2004.

Development of our other grantmaker and grant information resources—and of our Web site as our most comprehensive resource—proceeded apace. We published more than 30 reference books, added many new charts and tables to FC Stats, and served thousands of subscribers to our online databases and newsletters. By the end of the year, visitors to our Web site were able to register for delivery of customized content on the site, a great boon as the content continues to expand.

Our programs to help grantseekers succeed had the strongest year ever. With the expansion of our educational programs, significantly more people took advantage of our classes and day-long courses this year. Our most popular new courses were on fundraising





capacity building and proposal budgeting. With funding harder than ever to obtain, our libraries and Cooperating Collections provided crucial free information services and support, particularly valued by nonprofits on very limited budgets.

As we enter the last year of our current plan and begin the process of creating our Plan for 2004–2006, we remain dedicated to our mission and determined to extend our capacities and services to meet the emerging needs of our audiences. We could not advance this work without the support of the grantmaking community. We thank you for your support of the Foundation Center, and we look forward to many more decades of service to the sector, helping grantseekers succeed and helping grantmakers make a difference.

March 2003

Barry D. Gaberman  
Chairman

Sara L. Engelhardt  
President

# Information & Resources Research

**Nonprofit organizations faced new challenges in 2002 as a result of the effects of September 11, 2001, and a weakened economy. To identify sources of support to sustain their organizations, and often to respond to increased demand for their services, growing numbers of grantseekers turned to the Foundation Center for authoritative information on grantmakers and their giving. This increased need for information coincided with the Center's efforts to expand our grantmaker and grant information and to increase the currency of the data we provide to grantseekers and other researchers through our print and electronic resources.**

## **Expanding Data on Philanthropic Giving**

In 2002, we made great strides in expanding the scope of our information on institutional givers. Stepping up our data-gathering efforts, we identified and incorporated into our database over 7,000 new foundations, organizing and indexing the crucial program and giving information to add unique value to our resources. We extended our research on additional types of institutional givers, capturing detailed information on the programs of 824 grantmaking public charities that are new to our database. We also indexed 127,000 grants totaling \$17.4 billion recently awarded by the nation's largest funders. This process of indexing grants by their recipient, field of activity, beneficiary group, and type of support allows grantseekers to do targeted searches and enables us to analyze patterns of giving.

## **Partnering to Increase Data Currency**

The availability of up-to-date information on grantmakers and their grants grows increasingly important as a larger proportion of grantseekers access this information through our online databases. Grantmakers play a pivotal role in our efforts to collect and communicate the latest information about their programs, guidelines, and funding activities. They may choose from several reporting tools we have developed to facilitate the flow of this vital information. Over 5,300 foundations responded to our information questionnaires, which we mailed twice during 2002 to the largest funders. By the end of the year, more than 650 were registered to use our Foundation Directory Online Updater. This Web-based vehicle offers grantmakers the opportunity to update their information online, ensuring greater timeliness and accuracy. More and more grantmakers are also adopting our standard format for submitting their grants lists electronically for entry into our database.

Increased participation by grantmakers in our data collection efforts was a critical factor in our ability to begin updating *The Foundation Directory Online* on a biweekly cycle. This improved the currency of information for thousands of subscribers to our most popular fundraising research tool.

## **Print and Electronic Resources**

The influx of information from grantmakers, combined with our own data-gathering efforts, translated into expanded new editions of 30 print and electronic reference resources designed to meet the research needs of diverse audiences. By year-end, the universe of grantmakers in our database increased to 72,877.

## **The Foundation Directory Online**

With more than 8,000 subscribers to *The Foundation Directory Online* and thousands more using the application in our five library/learning centers, we focused on developing a host of new features and special resources to make the

service even more valuable. We added an index of trustees, officers, and donors and enhanced navigation tools to make the application more user-friendly. We also provided new links to our free Web-based resources and created an "FAQ" file to assist novice users. We developed a new system for maintaining and updating the 990-PF files that we link to foundation records, giving subscribers easy access to the most recent 990-PFs available from the IRS. By year-end we had more than 60,000 990-PFs in our database. Subscriptions continue to grow exponentially, with over 65 percent of our subscribers using *The Foundation Directory Online Plus*, *Premium*, or *Platinum* service tiers that include both our foundation and grants databases.

#### Foundation Grants to Individuals Online

Our second online subscription service, *Foundation Grants to Individuals Online*, was introduced in May to meet the funding research needs of individual grantseekers, including students, artists, academic researchers, and writers, among others. This new service uses the same software and e-commerce capabilities that support *The Foundation Directory Online*. Subscribers can search more than 5,200 foundation programs of grants to individuals. Close to 8,500 individuals subscribed to the service in 2002, including over 3,800 artists who took advantage of our free subscription offer during Funding for Arts Month in June.

#### Print Directories and CD-ROMs

Our print publications and CD-ROMs continue to offer researchers access to information on different slices of the foundation universe based on foundation size, type, field of interest, and location. This year we accelerated the publishing cycle of our *National Directory of Corporate Giving*, issuing it for the first time as an annual edition. As a result of increased outreach to the corporate giving community, we expanded the number of corporate philanthropies in the publication to about 2,100 company-sponsored foundations and some 1,350 direct giving programs.

The Foundation Center has a long history of working with regional associations of grantmakers to produce and disseminate authoritative information on foundations based in their geographic area. We continued our collaboration with Washington Grantmakers to publish the second edition of the *Guide to Greater Washington D.C. Grantmakers on CD-ROM*, which includes comprehensive information on over 2,000 grantmakers that fund in the Washington, DC, area. Working once again with the Council on Michigan Foundations, we co-published new print and electronic editions of *The Michigan Foundation Directory*, featuring over 2,300 foundations that support nonprofit organizations in the state.



**PACIFIC FOUNDATION SERVICES**

Mary Gregory, a program officer for Pacific Foundation Services (PFS), which administers a network of nine family foundations in the San Francisco Bay area, says, "I'm happiest when I'm connecting people with ideas and resources, and that's why I often refer people to the Foundation Center." A former fundraiser, Mary admits she had much to learn about the grantmaking side of the equation when she joined PFS in 1998. "Foundations used to seem mysterious to me, but once I had some experience, I found that it isn't easy to do grantmaking well and thoughtfully. I'm committed to making the process friendlier and more transparent for prospective grantees," she says.

Her quest to educate grantees includes informing them about the Foundation Center and providing a link to the Center's Web site from the PFS site. She also does her best to make sure grantees have access to current information on the funding priorities of the foundations PFS administers. To accomplish this goal, Mary and the PFS staff use Foundation Center reporting vehicles that fast-track information about their activities to the Center and, in turn, to grantseekers who use the Center's resources in their funding research. By completing an annual Foundation Center survey and using the Foundation Directory Online Updater, an electronic form for profile updates, PFS foundations can quickly disseminate information on program guidelines, changes in application procedures, lists of grants, and new initiatives.

"I talk about the Center all the time because I think it is by far the best and most complete source of information about foundations and fundraising. I think it serves an important function — to provide access to information to all nonprofit organizations, including the smallest, newest ones that may have great ideas but not a lot of sophistication about fundraising. I'm proud to count our network of foundations among those that contribute to the Center's information pipeline, which is so crucial in helping grantseekers succeed in their work."



## Research on the Field

In addition to providing information on individual grantmakers and grants through our published resources, our databases are also used as the basis for analytical research that conveys the size, scope, and giving activities of the field. We disseminate our research findings by issuing reports in print and online formats, often in collaboration with research partners, and through our new e-mail update service. Through custom searching of our databases, we provide others with aggregate data to support their own research on the sector.

Our *Foundations Today Series* is our annual report on trends in the field. Each year we publish five volumes in the series:

*Foundation Giving Trends*, *Foundation Growth and Giving Estimates*, *Foundation Yearbook*, *Foundation Staffing*, and *Foundation Reporting*. This year, we distributed over 12,000 copies of report “Highlights” to grantmakers, regional associations of grantmakers, grantmaking affinity groups, academic centers, and the media. Our *Estimates* report, released in early April, provided a first look at foundation giving in 2001, as well as final statistics on giving and assets in 2000. These findings were reported in numerous media outlets including *The New York Times*, *Los Angeles Times*, *The Chronicle of Philanthropy*, *Foundation News* and *Commentary*, and WNYC radio. “Highlights” of the *Foundations Today Series* are available in a downloadable format in the Researching Philanthropy area of our Web site.

In addition to showcasing new research reports, the Researching Philanthropy area of our site features a wide range of resources for research on the field. One of the most popular features is FC Stats, which provides access to a wealth of statistical data on U.S. private and community foundations and their funding patterns. With the addition of 430 new data tables this year, FC Stats now comprises 1,300 tables that break down grantmaker financial data and giving statistics nationally, regionally, and locally for the latest three years of record.



### 2002 PUBLICATIONS

*Assessing the Post-9/11 Funding Environment: Grantmakers' Perspectives* **NEW**  
*Corporate Foundation Profiles*, 12th edition  
*FC Search: The Foundation Center's Database on CD-ROM*, version 6.0  
*The Foundation 1000*, 2002/2003 edition  
*The Foundation Directory*, 2002 edition  
*The Foundation Directory Part 2*, 2002 edition  
*The Foundation Directory on CD-ROM*, version 3.0  
*The Foundation Directory 1 & 2 on CD-ROM*, version 2.0  
*The Foundation Directory Online*  
*The Foundation Directory Supplement*, 2002 edition  
*The Foundation Grants Index on CD-ROM*, version 3.0  
*Foundation Grants to Individuals on CD-ROM*, version 3.0  
*Foundation Grants to Individuals Online* **NEW**  
*Foundations Today Series*, 2002 edition  
*Foundation Giving Trends*  
*Foundation Growth and Giving Estimates*  
*Foundation Reporting*  
*Foundation Staffing*  
*Foundation Yearbook*  
*Giving in the Aftermath of 9/11: Foundations and Corporations Respond* **NEW**  
*Giving in the Aftermath of 9/11: An Update on the Foundation and Corporate Response* **NEW**  
*Grant Guides*, 2002/2003 edition  
*Guide to Funding for International and Foreign Programs*, 7th edition  
*Guide to Greater Washington D.C. Grantmakers on CD-ROM*, version 2.0  
*Guide to U.S. Foundations, Their Trustees, Officers, and Donors*, 2002 edition  
*The Michigan Foundation Directory*, 13th edition  
*The Michigan Foundation Directory*, 13th edition, CD-ROM version  
*National Directory of Corporate Giving*, 8th edition  
*National Guide to Funding for the Environment and Animal Welfare*, 6th edition  
*National Guide to Funding in Arts and Culture*, 7th edition  
*New York Metropolitan Area Foundations: A Profile of the Grantmaking Community* **NEW**  
*September 11: Perspectives from the Field of Philanthropy* **NEW**



## PHILANTHROPY'S RESPONSE TO 9/11

Immediately following September 11, 2001, the Foundation Center embarked on an effort to create the definitive record of philanthropy's response to the events of that day, not only capturing the dollars pledged but also telling the human aspect of the story. Our effort evolved into a multi-year project that has garnered the support of foundations and corporations. By creating a comprehensive database of institutional donors and recipients, analyzing and disseminating the data, and compiling an archive of 9/11-related news and original interviews, the Center offers invaluable information and insight on this turning point in U.S. history from many different perspectives.



Carol Kellermann, executive director of the September 11th Fund, spoke to a group of grantmakers in our New York office in December.

### Creating the Record

In February, the Center published *Giving in the Aftermath of 9/11: Foundations and Corporations Respond*, our preliminary report on disaster relief and recovery funding by corporations, foundations, and other institutional donors in response to the terrorist attacks. In November, a follow-up report on 1,000 institutional donors provided an updated view of the size and scope of 9/11 giving, which exceeded \$1.01 billion. It charted the flow of gifts from foundations and corporations to relief funds and other recipients, based on data compiled through September 2002. The report also offered a look at the uses and beneficiaries of distributions from a sample of the largest relief funds.

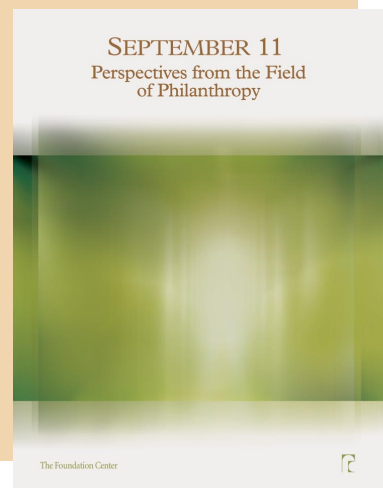
*Assessing the Post-9/11 Funding Environment: Grantmakers' Perspectives*, the result of a survey conducted in April among a broad sample of grantmakers, analyzed the relative impact of the 9/11 response versus the stock market decline on foundation and corporate giving levels and priorities. It also revealed more about the sources and purposes of 9/11 pledges.

Launched on our Web site in November, the 9/11 Funding Database — an interactive tool for retrieving information on institutional donors, grant recipients, and grants — provides data on 9/11-related funding as it is reported. The versatility and flexibility of this Web application allows users to customize their path to different snapshots of the funding picture down to the level of individual grants, including by geographic area and recipient type.

### Telling the Story

During the year, our *Philanthropy News Digest (PND)* editors conducted interviews with key figures involved in the relief and recovery, including Lorie Slutsky, president of the New York Community Trust; Clara Miller, president of the Nonprofit Finance Fund; and Joshua Gotbaum, executive director and chief executive officer of the September 11th Fund at the time. Each interview was posted to *PND* as it became available. During the summer, we compiled these compelling accounts into a volume entitled *September 11: Perspectives from the Field of Philanthropy*.

An important component of our Response to 9/11 Project is to communicate the results of this critical work to grantmakers, grantseekers, and the general public. The 9/11 Funding Database, *September 11: Perspectives from the Field of Philanthropy*, and our research reports are all accessible at our Web site. In addition, *September 11* was distributed to more than 6,600 people, including 9/11 donors and members of the media. National, local, and other media relied on our reporting of 9/11 charitable giving, informing their stories about how philanthropy has impacted communities and shaped lives. In December, grantmakers in New York attended "Creating the Record & Telling the Story," our program that examined the scope of grantmaker contributions, offered a preview of distributions by the largest 9/11 relief funds, and outlined the next phase of the project in which we will capture detailed information on the beneficiaries and purposes of 9/11-related gifts.



### Collaborating on Regional and Subject-based Studies

Several research partners contributed their expertise on grantmaking within their region or specific area of funding to our research reports this year. We collaborated with the New York Regional Association of Grantmakers to produce our first comprehensive report on *New York Metropolitan Area Foundations: A Profile of the Grantmaking Community*. The study examines the size, scope, and giving patterns of foundations based in the eight-county New York metropolitan area. Report "Highlights" were posted at our Web site, and the summary findings were covered in *The New York Times* in December.

Grantmakers in the Arts (GIA) has partnered with the Center over the past several years to produce a series of reports on trends in arts funding. This year, we worked with GIA on a "Snapshot of Arts Funding," a joint report released annually in GIA's June *Reader* that provides arts funders with key indicators on the state of funding in the field. This year's *Reader* also featured a summary of findings on four-year trends from the Center's *Arts Funding Update*.

# Education & LIBRARIES Outreach

**Nonprofit organizations need to learn all aspects of the fundraising process in order to ensure their survival, especially in these uncertain times. New or grassroots nonprofits — groups that are typically in need of the most basic resources and are sometimes located in difficult-to-reach areas — face even greater challenges. One of our key priorities is to provide these grantseekers with the building blocks for success through customized training, innovative programming, and unique networking opportunities.**

## First Steps on the Road to Successful Grantseeking

*First Steps on the Road to Successful Grantseeking*, a new program piloted in 2001, was offered in three of our library/learning centers this year. *First Steps* is designed to introduce novice fundraisers to the world of foundation fundraising through an intensive program that includes several days of training and access to our most helpful resources. In each instance, we worked with collaborators such as local funders, umbrella organizations, or government agencies to identify a group of grantseekers who would benefit from the capacity building provided by this program. Our collaborators also provided critical funding so that participation in the program was free. The excellent feedback we received from participants will be used to enhance the program in 2003.

## Fundraising Consultants Network

In 2002, the “Fundraising Consultants Network,” supported by a grant from the Clark Foundation, continued to build the capacity of a group of consultants dedicated to working with the under-resourced. This program proved to be an excellent way to extend the reach of our services. During an eight-month period, 24 New York area consultants participated in sessions on fundraising planning, proposal writing, and nonprofit staff training. Further honing their skills, the participants provided *pro bono* technical assistance consulting for 46 under-resourced nonprofits. Based on the success of the program, Clark funded a second group, as well. “Fundraising Consultants Network II” began in October, this time pairing the participants with *pro bono* clients from the outset.

## New Courses

Beginning in 2002, nonprofit representatives benefitted from two brand-new, intensive, all-day courses that address their organizations’ need to achieve fiscal stability. *Securing Your Organization’s Future: Developing a Fundraising Plan* is built on the principles laid out in the revised edition of *Securing Your Organization’s Future* by Michael Seltzer. Seltzer and Kim Klein, a key contributor to the book, are the instructors for the course, at which attendees learn a wide variety of ways to diversify their funding streams, while case studies bring the concepts to life. In addition, to complement our popular *Proposal Writing Seminar*, we created a new hands-on, in-depth *Proposal Budgeting Workshop*. Many grantseekers find this critical piece of the proposal challenging. As with all of our courses, we offer a corresponding free, one-hour class to introduce novice grantseekers to the basics.

Additional classes introduced this year include *Finding Funding Support for Your Education*, which demonstrates techniques for scholarship seekers, and *Guide to Resources on the Foundation Center’s Web Site*, a tour of the rich content we provide online. Overall in 2002, upwards of 26,000 people benefitted from our training programs.

## Focus on Arts and Children and Youth

Continuing the thematic programming begun last year, our Funding for Arts Month in June was filled with programs and activities in all of our library/learning centers and a variety of special features on our Web site. *Philanthropy News Digest* published a special arts-related issue and introduced "ArtsTalk," a new message board. Artists had free access to our newly launched *Foundation Grants to Individuals Online* during the month. We issued *Arts Funding Update*, a four-page study on the latest trends in giving in the arts, and our research staff delivered several presentations about the findings. We introduced a training program, *Grantseeking Basics for Individuals in the Arts*, in all five library/learning centers.

October was Funding for Children and Youth Month, and again we offered numerous special programs in our library/learning centers, ranging from Meet the Grantmakers

or Dialogue with Donors to technical assistance breakfasts with experts. We issued another special research report on this topic, and *Philanthropy News Digest* featured interviews with funders

focused on the field. We also launched Youth in Philanthropy, a new area of our Web site dedicated to introducing children and young adults to the world of philanthropy.

For the first time, these months of thematic programming attracted a variety of sponsorships. These special months lead us to new relationships and give us new ways to reach nonprofits serving specific population groups.

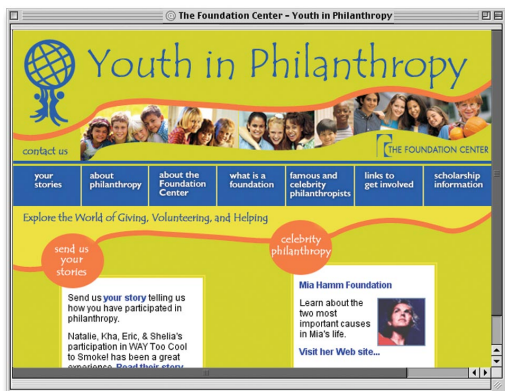


The hardwood floors at HarlemLive creak from the strain of constant movement, as teens prepare the day's stories for the group's Internet magazine. These young people, aged 13 to 20, are learning from Executive Director Richard Calton's "marriage of three things — teaching, journalism, and technology." Since 1996, HarlemLive has given youth a chance to find their voice through journalism while learning to use technology in a hands-on approach.

But, like many under-resourced nonprofits, HarlemLive was finding it increasingly difficult to secure the funding it needed to keep its doors open. The Foundation Center's "Fundraising Consultants Network," funded by the Clark Foundation, matched HarlemLive with consultant Michelle Y. Hodges, who is also a member of the Harlem community. The Network program brings together consultants for a wide range of professional development activities and matches them with under-resourced groups that benefit from their expertise. The goal is to enhance the fundraising skills of both the fundraising consultant, who specializes in serving under-resourced organizations, and the staff of their nonprofit partner.

Michelle and Richard are working together to identify immediate and long-range funding needs, and she is developing a capacity-building proposal for the organization. "I was immediately impressed with HarlemLive," says Ms. Hodges, "but it lacked an organized approach to fundraising and committed little time to planning." The organization is now focused on developing a real budget, invigorating the board, and changing its operating paradigm. "With the resources made available to me as a member of the Fundraising Consultants Network, I've been able to assist HarlemLive in assessing its strengths, developing a strategy for securing support, and engaging in targeted prospect research that will hopefully result in productive partnerships in the future."

According to Richard Calton, Ms. Hodges has helped to point them in the right direction, and the future looks bright. "Michelle's assessment has been an affirmation. It confirms what I know, but having someone say it helps. We have a great story — we just have to get out there and tell people about it."





# Our Libraries & Learning Centers

## NEW YORK

### New York

**In 2002, the Foundation Center continued to be a crucial resource to the sector. Our library/learning centers were there to help with up-to-date information and hands-on workshops. Library staff provided one-on-one instruction for those who requested it, offering assistance with the print collections and our online research tools. Whether attendees were new or seasoned visitors, they found myriad programs that were suited to their needs. We dedicated three months to special topics: Funding for Arts Month, Funding for Children and Youth Month, and Celebrating Philanthropy Month. Two of our libraries — Cleveland and San Francisco — marked 25 years of service to their communities.**

In 2002, the New York library served 22,392 visitors and experienced a five percent increase in new visitors. With nonprofit organizations in the metropolitan area still recovering from the aftermath of 9/11, the library hosted several seminars that addressed the particular needs of specific types of organizations.

Funding for Arts Month programs were extremely well attended and well received. Three workshops, “Branding Your Nonprofit Arts Organization,” “Afternoon for Artists,” and “The State of Funding for the Arts,” were all filled to capacity.

During Funding for Children and Youth Month, the library hosted several events, including “Child Welfare: A New York Perspective,” a Dialogue with Donors program co-sponsored with the New York Regional Association of Grantmakers. Other events included “Beyond the Bake Sale: Fundraising Careers Helping Children and Youth” in collaboration with Action Without Borders-idealists.org, and a screening of the film, *YouthARTS Toolkit: Arts Programs for Youth at Risk*.

Under-resourced and under-served populations in New York continued to benefit from our outreach efforts. New York library staff demonstrated our commitment to reach the international community by presenting special orientations for visitors, including representatives from Brazil, Turkey, and Armenia, among others. In addition, staff provided information and services to several local and state agencies, including New York City’s Health and Hospitals Corporation and the Administration for Children’s Services. We also focused on institutions of higher education in our outreach efforts. As a result, student groups and professors from several area colleges and universities, including Columbia University, the New School University, and the City University of New York, visited the Center for library tours and educational programs.

Karim Camara joined Cush Campus Schools (CCS) in 1995 after a stint at the American Red Cross as an administrative coordinator for a shelter program. His parents, Ora and Abdullah Abdur-Razzaq, started CCS to educate their own children. Founded in 1972 in Brooklyn, NY, Cush Campus focuses on individual attention, small class size, and cultural relevance for their 168 pre-kindergarten through eighth grade students, who are mostly children of color.

"When I came in 1995, it was supposed to be temporary," says Mr. Camara, who started helping in the admissions office and is now director of development. Once he entered the world of fundraising, he discovered the Foundation Center. "The Center has been an invaluable

# ATLANTA

In Atlanta, 2002 was a year marked by collaborations. The library held *First Steps on the Road to Successful Grantseeking* for grassroots organizations new to fundraising in collaboration with Southern Partners Fund and the Georgia Center for Nonprofits. Fifteen representatives of small grassroots organizations located in rural areas in six southern states attended the three days of training.

To facilitate stronger, more effective relationships between grantmakers and grantseekers, staff introduced a new twist on our Dialogue with Donors sessions: 80 nonprofit representatives had an opportunity to share ideas and opinions and solicit advice from eight grantmakers at round-table sessions during Funding for Children and Youth Month in October.

In an ongoing effort to better serve grantmakers, staff gave presentations on the Center's resources and services to representatives of several foundations, including the Georgia Power Foundation, the Community Foundation for Greater Atlanta, the Arthur M. Blank Family Foundation, the CommunityCare Foundation, and the Coca-Cola Company.

Additionally, Atlanta staff hosted a meeting for 19 Cooperating Collection supervisors in June to update them on the latest resources available to nonprofit fundraisers.

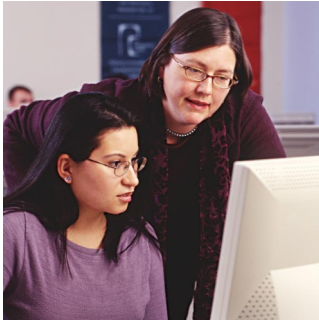


research tool for us," says Mr. Camara, whose efforts have yielded a matching capital campaign grant from the Brooklyn-based Independence Community Foundation. "I think of the Center as a one-stop shop for raising money; there is so much information there. It has helped me re-think our fundraising strategy. I know now that I have to find out as much as I can before I approach a foundation. I use the Center's Cooperating Collection in Brooklyn a lot."

Karim's attention is currently focused on completing CCS' new building in the Bedford-Stuyvesant section of Brooklyn, which will bring him back to the Foundation Center's resources again. "It will take a while, but at least now I know how to go about getting things done. Before we were reliant on tuition. Now we know there are other resources out there. I've even suggested that some of our parents use the Center to find money for their children's tuition."

# CLEVELAND

To commemorate its 25th anniversary, the Cleveland office brought together in December some 60 donors, Center board members and staff, and community nonprofits and partners, including several Friends of the Foundation Center-Cleveland, a membership program that supports the library's work, to reflect on the importance of the Center's contributions to Cleveland and the state of Ohio. To mark the occasion, the city of Cleveland, the County Commissioner's office, and the Ohio Senate all issued proclamations recognizing the library's "remarkable record of service."



This milestone for the Cleveland office coincided with its first full year in a new space that includes a state-of-the-art library and a new computer training laboratory. This was a key factor in the 19 percent increase in visitors over the previous year. The library also established a scholarship fund at the Cleveland Foundation and awarded scholarships to three representatives of local agencies enabling them to participate in *Securing Your Organization's Future: Developing a Fundraising Plan*, a new full-day training course. Scholarship recipients were chosen by a subcommittee of the Friends of the Foundation Center–Cleveland.

The library staff continued a long-standing tradition of collaboration with a variety of partners in 2002. For Funding for Children and Youth Month, the library held several programs. A Dialogue with Donors program — featuring several local funders, a film, and a youth leadership panel discussion on “Engaging Youth in Services” — was the result of a partnership with the Mandel Center for Nonprofit Organizations at Case Western Reserve University’s Youth Philanthropy and Service program. A *First Steps* program for early childhood educators was conducted in collaboration with Starting Point and United Way of Cleveland. During the year, our other partners included the Ohio Grantmakers Forum, Ohio Association of Nonprofit Organizations, and the Ohio Arts Council, which sponsored Funding for Arts Month in Cleveland.

## SAN FRANCISCO

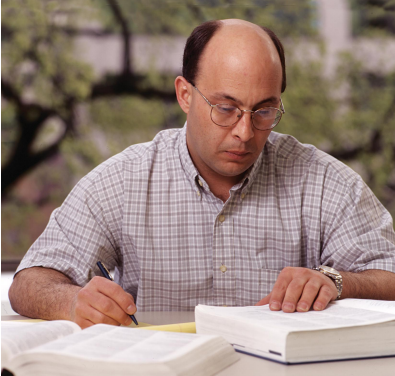
The San Francisco office also observed its 25th anniversary in 2002 by welcoming more than 80 guests to a reception to mark the occasion. An Advisory Board, composed of community leaders, local grant-makers, and representatives from various constituencies, was also created to contribute ideas for future programs and services.

Highlights of the year included new educational programs and continuing community outreach. A *First Steps* program was held in Richmond, CA, for representatives of 18 faith-based organizations. The library hosted three meetings of a new proposal writers support group, a pilot program designed to provide peer and professional mentoring to those in the midst of drafting proposals to foundations. The annual open house, which featured several of our regular training programs and a Meet the Author event on major gift campaigns, drew 177 visitors. Nine Meet the Grantmakers panels included one in conjunction with each of our three thematic program months and two in collaboration with new partners. Of those programs, one was hosted off site by our Cooperating Collection in San Jose. Grantseekers took advantage of several special workshops during our theme months on topics



At the Foundation Center–San Francisco’s anniversary reception in November, friends and colleagues helped welcome the guests. Pictured left to right: Caroline Tower, the library’s first director; Janet Camarena, the current director; and Kirke Wilson, president of the Rosenberg Foundation and a former Foundation Center trustee.





ranging from “Fiscal Sponsorship and the Arts” to “Emerging Donors Helping Youth.”

Local grantmakers participated in several educational events. For example, presentations on the findings of the Center’s *California Foundations* study were given in both San Francisco and Silicon Valley. More than 50 grantmakers attended these presentations, which were co-sponsored with Northern California Grantmakers.

## WASHINGTON

### Washington, DC

The nation’s capital was particularly hard hit by 9/11 and the weakened economy. Our Washington staff assisted more than 13,000 grantseekers in finding ways to shore up their financial support. The number of visitors was up by one-third over 2001.

Our Washington office continues to be instrumental in informing governmental agencies and the diplomatic community about philanthropy. Staff convened a briefing for 25 congressional aides in our library/learning center. In total, some 100 congressional offices took us up on our offer of complimentary copies of *The Foundation Directory* and the *Foundations Today Series*. The DC office also provided assistance to several federal agencies, the Mayor’s Office, and a number of foreign embassies.

A total of more than 200 grantseekers attended four Dialogue with Donors or Meet the Grantmakers programs on topics ranging from “Affordable Housing in Metro DC” to “Funding for Children and Youth.” Our five InfoBreakfast sessions focused on best practices for nonprofits, covering such issues as “Better Boards for Stronger Organizations” and “Careers in Fundraising.” Guest presenters for three PhilanthroTalk programs focused on practical applications of research findings. Topics included “Nonprofit Capacity Building,” “Community-Based Organizations,” and “The State of Nonprofit America,” featuring Lester Salamon, founding director of the Institute for Policy Studies at Johns Hopkins University.

## 2002 Educational Programs

Before You Seek a Grant: A

Checklist for New Nonprofits

*FC Search* Basic and Advanced

Finding Foundation Support for

Your Education **NEW**

Finding Funders with *The*

*Foundation Directory Online*

Foundations Today

Getting Started with *FC Search*

Grantseeking Basics: An

Orientation to the Funding

Research Process

Grantseeking Basics for

Individuals in the Arts **NEW**

Grantseeking on the Web

Guide to Resources on the

Foundation Center’s Web

Site **NEW**

An Insider’s Look at the

*FC Search* Database

Introduction to Corporate

Giving

Introduction to Funding

Research with *The*

*Foundation Directory Online*

Introduction to Fundraising

Planning **NEW**

Proposal Budgeting Basics

Proposal Budgeting

Workshop **NEW**

Proposal Writing Basics

Proposal Writing Seminar

Prospect Research Basics:

Researching Individual

Donors

Securing Your Organization’s

Future: Developing a

Fundraising Plan **NEW**



# The Foundation Center *Online*

The Foundation Center's Web site at [www.fdncenter.org](http://www.fdncenter.org) connects anyone interested in the philanthropic or nonprofit sectors to a wealth of information that is constantly expanding to meet the needs of our diverse audiences. By year-end, over 27,000 visitors were coming to our site daily to use our online databases, take a tutorial on grant-seeking, keep abreast of news about philanthropy, and participate in an online community. Using new technology, we began providing visitors who register at our site with customized content based on their areas of interest and geographic location. Launched in November, close to 5,800 visitors registered for this service by the end of the year.

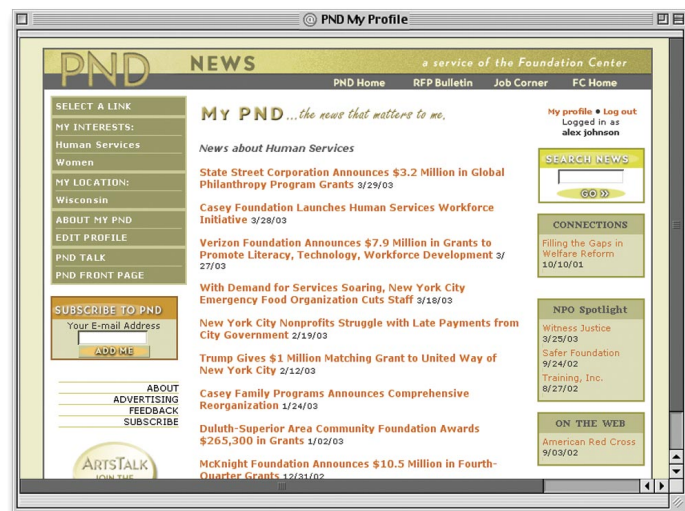
## Philanthropy News Digest

*Philanthropy News Digest* (PND) is, by all accounts, the leading source of news on the philanthropic sector today. By compiling news from numerous resources, it brings together in one convenient place current information about foundation and other nonprofit activity, including recent grants awarded, new program initiatives, changes in leadership, issues of public concern, and other news of vital interest to nonprofits. A growing volume of PND news items is supplied directly by grantmakers, who are using this vehicle to communicate the latest information about their work.

This year, we added new features to PND to increase its value to readers, including more original content. Our ongoing “Newsmakers” series featured

new interviews with influential leaders and practitioners in the field of philanthropy. Twenty-five interviews were posted on a range of subjects from “Philanthropy in a Post-9/11 World” by Vartan Gregorian, president of Carnegie Corporation of New York, to “A High Engagement Approach to the Field of Youth Development,” by Michael Bailin, president of the Edna McConnell Clark Foundation.

*My PND* is a new personalized version of *Philanthropy News Digest* that enables registered site users to view news items that pertain to their fields of interest and location. Related features, such as NPO Spotlight, Connections links, Newsmakers interviews, and book and Web site reviews, are also customized for readers on *My PND* pages, saving them substantial research time.





In addition to its Web-based edition where news is posted daily, *Philanthropy News Digest* is also available as an e-mail newsletter that, by year-end, delivered news each week to over 50,000 individuals. The subscriber base of PND's popular *RFP Bulletin*, featuring foundation requests for proposals, increased dramatically to 58,000. The *Job Corner Alert* grew to 25,000 subscribers, and feedback from successful job applicants indicates that it has evolved into one of the most popular job-posting services in the sector.

### **For the Media**

We launched a new area of our site, For the Media, to help journalists learn more about the field of philanthropy. In recent years, the growth of new foundations, the outpouring of philanthropic giving in the wake of September 11, and the social impact of the economic downturn have led to increased media coverage about the field. This new area of the site features current and archived news items, statistics and trends, and other resources designed to inform and educate the media and provide background for their stories.

### **Foundation Folders**

The Foundation Center creates and hosts grantmaker Web sites at no charge to allow these organizations to make information about themselves available to a wide audience. At the end of 2002, we were hosting 97 sites. Below is a list of the Folders that were added during the year:

The Morton K. and Jane Blaustein Foundation, Inc.	Lavelle Fund for the Blind, Inc.
Butler Family Fund	Longview Foundation for Education in World Affairs and International Understanding, Inc.
Harry Chapin Foundation	Prince Charitable Trusts
Mary S. and David C. Corbin Foundation	Edward C. and Ann T. Roberts Foundation, Inc.
The DeMatteis Family Foundation	Helena Rubinstein Foundation, Inc.
Jan and Louis Dreyfus Foundation, Inc.	The Teagle Foundation, Inc.
Edward Fein Foundation	The Trio Foundation
Stella and Charles Guttman Foundation, Inc.	Youth Foundation, Inc.



Deborah Vespy could not have predicted what was ahead when she was hired in June 1994 as a financial consultant for Deaconess Health Systems, the parent company of Deaconess Hospital of Cleveland. After the sale of the hospital in December, the board of trustees underwent a rigorous strategic planning process before forming Deaconess Community Foundation three years later. "Our board felt strongly that we should give back to the community," she says. "The foundation has a broad human services focus." Deborah became involved in reviewing proposals and became executive director in 2002.

"Our board is very engaged in the grantmaking process. Each trustee does site visits for four potential grantees each quarter, making for a lively exchange of ideas." (Deborah is pictured at El Barrio, a Deaconess grantee.)

One idea that Deborah espouses time and again is that the Foundation Center is a vital resource for those interested in any aspect of philanthropy. "We investigated the Center when we formed the foundation, and it is a great resource. One fabulous service is the Foundation Folder program, which enables us to post information about our foundation on the Center's Web site. I wasn't sure initially if we should partner with another organization or how we should go about having a presence on the Web. Ultimately, we decided to do it through the Foundation Center. Because of its reputation and the volume of people visiting its Web site, it's easy for grantseekers and other researchers to find out about us. Our Foundation Folder meets our needs perfectly, in effect extending the communications capabilities of our foundation. It was easy to do, and I am very pleased with the quality of the work."



# FOUNDATION CENTER

## Cooperating Collections

The Foundation Center's Cooperating Collection network gives those who are not within reach of one of our five library/learning centers in-person access to Center resources and materials. Cooperating Collections are housed in public or academic libraries, community foundations, and other nonprofit agencies. They provide free access to our core collection of print and electronic resources and assistance in using them. Many Collections also present our training programs in their communities.

In 2002, we added ten new Cooperating Collections in under-served areas of the country: Mobile, AL; Tallahassee, FL; Salina, KS; Brainerd, MN; Libby, MT; Elko, NV; Albuquerque, NM; Riverhead, NY; Middlebury, VT; and Sheridan, WY. Center staff visited 39 Cooperating Collections during the year and in most cases presented workshops for the public and for Collection staff on the use of Foundation Center resources. Below is the complete list of all locations.\*

Fifty-two Collection supervisors came to our New York headquarters for our annual Network Days Conference, "Helping Grantseekers Succeed," in October. They attended the Center's newest full-day course on fundraising, learned advanced database searching techniques, and enjoyed opportunities to exchange ideas with one another.

Our CCNet extranet Web site and our broadcast e-mails are a valuable means for communicating with our Cooperating Collections, for giving them information and resources, and for helping them connect with one another. This year we supplied training tools to use in presenting our new classes *Grantseeking Basics for Individuals in the Arts*, *Finding Foundation Support for Your Education*, and *Introduction to Fundraising Planning*.

### Alabama

BIRMINGHAM PUBLIC LIBRARY  
Birmingham

HUNTSVILLE PUBLIC LIBRARY  
Huntsville

WEST REGIONAL LIBRARY  
Mobile

AUBURN UNIVERSITY AT MONTGOMERY LIBRARY  
Montgomery

### Alaska

CONSORTIUM LIBRARY  
Anchorage

JUNEAU PUBLIC LIBRARY  
Juneau

### Arizona

FLAGSTAFF CITY-COCONINO COUNTY PUBLIC LIBRARY  
Flagstaff

PHOENIX PUBLIC LIBRARY  
Phoenix

TUCSON PIMA PUBLIC LIBRARY  
Tucson

### Arkansas

UNIVERSITY OF ARKANSAS—FT. SMITH Boreham Library  
Ft. Smith

CENTRAL ARKANSAS LIBRARY  
Little Rock

### California

KERN COUNTY LIBRARY  
Bakersfield

HUMBOLDT AREA FOUNDATION  
Bayside

VENTURA COUNTY COMMUNITY FOUNDATION  
Camarillo

FRESNO REGIONAL FOUNDATION  
Fresno

CENTER FOR NONPROFIT MANAGEMENT IN SOUTHERN CALIFORNIA  
Los Angeles

LOS ANGELES PUBLIC LIBRARY  
Mid Valley Regional Branch  
North Hills

PHILANTHROPY RESOURCE CENTER  
Pasadena

CENTER FOR NONPROFIT RESOURCES  
Redding

RICHMOND PUBLIC LIBRARY  
Richmond

RIVERSIDE CITY PUBLIC LIBRARY  
Riverside

NONPROFIT RESOURCE CENTER  
Sacramento

SAN DIEGO FOUNDATION  
San Diego

NONPROFIT DEVELOPMENT LIBRARY  
San Jose

PENINSULA COMMUNITY FOUNDATION  
San Mateo

LOS ANGELES PUBLIC LIBRARY  
San Pedro Regional Branch  
San Pedro

VOLUNTEER CENTER OF GREATER ORANGE COUNTY  
Santa Ana

SANTA BARBARA PUBLIC LIBRARY  
Santa Barbara

SANTA MONICA PUBLIC LIBRARY  
Santa Monica

SONOMA COUNTY LIBRARY  
Santa Rosa

SEASIDE BRANCH LIBRARY  
Seaside

SIERRA NONPROFIT SUPPORT CENTER  
Sonora

### Colorado

PENROSE LIBRARY  
Colorado Springs

DENVER PUBLIC LIBRARY  
Denver

### Connecticut

DANBURY PUBLIC LIBRARY  
Danbury

GREENWICH LIBRARY  
Greenwich

HARTFORD PUBLIC LIBRARY  
Hartford

NEW HAVEN FREE PUBLIC LIBRARY  
New Haven

### Delaware

UNIVERSITY OF DELAWARE  
Hugh Morris Library  
Newark

### Florida

VOLUSIA COUNTY LIBRARY CENTER  
Daytona Beach

NOVA SOUTHEASTERN UNIVERSITY  
Einstein Library  
Fort Lauderdale

INDIAN RIVER COMMUNITY COLLEGE Learning Resources Center  
Fort Pierce

JACKSONVILLE PUBLIC LIBRARIES  
Jacksonville

MIAMI-DADE PUBLIC LIBRARY  
Miami

ORANGE COUNTY LIBRARY SYSTEM  
Orlando

SELBY PUBLIC LIBRARY  
Sarasota

STATE LIBRARY OF FLORIDA  
Tallahassee

HILLSBOROUGH COUNTY PUBLIC LIBRARY COOPERATIVE  
Tampa

COMMUNITY FOUNDATION OF PALM BEACH & MARTIN COUNTIES  
West Palm Beach

## **Georgia**

HALL COUNTY LIBRARY  
SYSTEM  
Gainesville

UNITED WAY OF CENTRAL  
GEORGIA  
Macon

THOMAS COUNTY PUBLIC  
LIBRARY  
Thomasville

## **Hawaii**

UNIVERSITY OF HAWAII  
Hamilton Library  
Honolulu

## **Idaho**

BOISE PUBLIC LIBRARY  
Boise

CALDWELL PUBLIC  
LIBRARY  
Caldwell

## **Illinois**

DONORS FORUM OF  
CHICAGO  
Chicago

EVANSTON PUBLIC  
LIBRARY  
Evanston

ROCK ISLAND PUBLIC  
LIBRARY  
Rock Island

UNIVERSITY OF ILLINOIS  
AT SPRINGFIELD  
Brookens Library  
Springfield

## **Indiana**

EVANSVILLE-  
VANDERBURGH PUBLIC  
LIBRARY  
Evansville

ALLEN COUNTY PUBLIC  
LIBRARY  
Ft. Wayne

INDIANAPOLIS-MARION  
COUNTY PUBLIC LIBRARY  
Indianapolis

VIGO COUNTY PUBLIC  
LIBRARY  
Terre Haute

## **Iowa**

CEDAR RAPIDS PUBLIC  
LIBRARY  
Cedar Rapids

SOUTHWESTERN  
COMMUNITY COLLEGE  
Learning Resource Center  
Creston

PUBLIC LIBRARY OF  
DES MOINES  
Des Moines

SIOUX CITY PUBLIC  
LIBRARY  
Sioux City

## **Kansas**

PIONEER MEMORIAL  
LIBRARY  
Colby

DODGE CITY PUBLIC  
LIBRARY  
Dodge City

KEARNY COUNTY LIBRARY  
Lakin

SALINA PUBLIC LIBRARY  
Salina

TOPEKA AND SHAWNEE  
COUNTY PUBLIC LIBRARY  
Topeka

WICHITA PUBLIC LIBRARY  
Wichita

## **Kentucky**

WESTERN KENTUCKY  
UNIVERSITY  
Helm-Cravens Library  
Bowling Green

LEXINGTON PUBLIC  
LIBRARY  
Lexington

LOUISVILLE FREE PUBLIC  
LIBRARY  
Louisville

## **Louisiana**

EAST BATON ROUGE  
PARISH LIBRARY  
Baton Rouge

BEAUREGARD PARISH  
LIBRARY  
DeRidder

OUACHITA PARISH  
PUBLIC LIBRARY  
Monroe

NEW ORLEANS PUBLIC  
LIBRARY  
New Orleans

SHREVE MEMORIAL  
LIBRARY  
Shreveport

## **Maine**

UNIVERSITY OF  
SOUTHERN MAINE  
LIBRARY  
Maine Philanthropy Center  
Portland

## **Maryland**

ENOCH PRATT FREE  
LIBRARY  
Baltimore

## **Massachusetts**

ASSOCIATED  
GRANTMAKERS  
Boston

BOSTON PUBLIC LIBRARY  
Boston

WESTERN  
MASSACHUSETTS  
FUNDING RESOURCE  
CENTER  
Springfield

WORCESTER PUBLIC  
LIBRARY  
Worcester

## **Michigan**

ALPENA COUNTY  
LIBRARY  
Alpena

UNIVERSITY OF  
MICHIGAN—ANN ARBOR  
Graduate Library  
Ann Arbor

WILLARD PUBLIC  
LIBRARY  
Battle Creek

HENRY FORD  
CENTENNIAL LIBRARY  
Dearborn

WAYNE STATE  
UNIVERSITY  
Purdy/Kresge Library  
Detroit

MICHIGAN STATE  
UNIVERSITY LIBRARIES  
Main Library  
East Lansing

FARMINGTON  
COMMUNITY LIBRARY  
Farmington Hills

UNIVERSITY OF  
MICHIGAN—FLINT  
Frances Willson Thompson  
Library  
Flint

GRAND RAPIDS PUBLIC  
LIBRARY  
Grand Rapids

NORTHWESTERN  
MICHIGAN COLLEGE  
Mark and Helen Osterlin  
Library  
Traverse City

## **Topeka, KS**

The oldest of six Cooperating Collections in Kansas, the Topeka and Shawnee County Public Library has been the leading resource for funding information in northeastern Kansas since 1975. More than 100 computers at this Cooperating Collection provide access to *FC Search* and *Foundation Grants to Individuals Online*, two of the Center's core resources on grantmakers and their grants. The library moved into renovated quarters in 2002, providing expanded space for its collection of Foundation Center materials and for more frequent educational workshops. Cooperating Collection Supervisor Jeff Imperato conducts individual and small-group orientations upon request.



## **Minnesota**

BRAINERD PUBLIC  
LIBRARY  
Brainerd

DULUTH PUBLIC LIBRARY  
Duluth

SOUTHWEST STATE  
UNIVERSITY LIBRARY  
Marshall

MINNEAPOLIS PUBLIC  
LIBRARY  
Minneapolis

ROCHESTER PUBLIC  
LIBRARY  
Rochester

ST. PAUL PUBLIC LIBRARY  
St. Paul

## **Mississippi**

LIBRARY OF  
HATTIESBURG, PETAL  
AND FORREST COUNTY  
Hattiesburg

JACKSON/HINDS LIBRARY  
SYSTEM  
Jackson

## **Missouri**

UNIVERSITY OF  
MISSOURI—KANSAS CITY  
COUNCIL ON  
PHILANTHROPY  
Kansas City

KANSAS CITY PUBLIC  
LIBRARY  
Kansas City

ST. LOUIS PUBLIC  
LIBRARY  
St. Louis

SPRINGFIELD-GREENE  
COUNTY LIBRARY  
Springfield

## **Montana**

MONTANA STATE  
UNIVERSITY—BILLINGS  
Library—Special  
Collections  
Billings

BOZEMAN PUBLIC  
LIBRARY  
Bozeman

MONTANA STATE LIBRARY  
Helena

LIBBY PUBLIC LIBRARY  
Libby

UNIVERSITY OF  
MONTANA  
Mansfield Library  
Missoula

## Springfield, MO

Established in 1978, the Springfield-Greene County Library is a resource for grantseekers and grantmakers throughout southwestern Missouri and surrounding states. Adverse economic conditions have increased usage of this Collection. Its regular schedule of orientations, classes, and one-on-one tutorials give nonprofits and grantseekers background on foundations, contact information, and multiple ways to research foundations' giving interests. In the spring of 2002, Cooperating Collection Supervisor Mary Harrison conducted a special orientation for physically challenged visitors.



## Nebraska

UNIVERSITY OF NEBRASKA—LINCOLN  
Love Library  
Lincoln

OMAHA PUBLIC LIBRARY  
Omaha

## Nevada

GREAT BASIN COLLEGE  
LIBRARY  
Elko

CLARK COUNTY LIBRARY  
Las Vegas

WASHOE COUNTY  
LIBRARY  
Reno

## New Hampshire

CONCORD PUBLIC  
LIBRARY  
Concord

PLYMOUTH STATE  
COLLEGE  
Herbert H. Lamson Library  
Plymouth

## New Jersey

CUMBERLAND COUNTY  
LIBRARY  
Bridgeton

FREE PUBLIC LIBRARY OF  
ELIZABETH  
Elizabeth

NEWARK ENTERPRISE  
COMMUNITY RESOURCE  
DEVELOPMENT CENTER  
Newark

COUNTY COLLEGE OF  
MORRIS  
Learning Resource Center  
Randolph

NEW JERSEY STATE  
LIBRARY  
Trenton

## New Mexico

ALBUQUERQUE/  
BERNALILLO COUNTY  
LIBRARY SYSTEM  
Albuquerque

JEMEZ PUEBLO  
COMMUNITY LIBRARY  
Jemez Pueblo

NEW MEXICO STATE  
LIBRARY  
Santa Fe

## New York

NEW YORK STATE  
LIBRARY  
Albany

BROOKLYN PUBLIC  
LIBRARY  
Brooklyn

BUFFALO & ERIE COUNTY  
PUBLIC LIBRARY  
Buffalo

# Foundation Center Cooperating Collections

HUNTINGTON PUBLIC  
LIBRARY  
Huntington

QUEENS BOROUGH  
PUBLIC LIBRARY  
Jamaica

LEVITTOWN PUBLIC  
LIBRARY  
Levittown

ADRIANCE MEMORIAL  
LIBRARY  
Poughkeepsie

RIVERHEAD FREE  
LIBRARY  
Riverhead

ROCHESTER PUBLIC  
LIBRARY  
Rochester

ONONDAGA COUNTY  
PUBLIC LIBRARY  
Syracuse

UTICA PUBLIC LIBRARY  
Utica

WHITE PLAINS PUBLIC  
LIBRARY  
White Plains

YONKERS PUBLIC  
LIBRARY  
Yonkers

## North Carolina

PACK MEMORIAL LIBRARY  
Asheville

THE DUKE ENDOWMENT  
Charlotte

DURHAM COUNTY PUBLIC  
LIBRARY  
Durham

FORSYTH COUNTY  
PUBLIC LIBRARY  
Winston-Salem

## North Dakota

BISMARCK PUBLIC  
LIBRARY  
Bismarck

FARGO PUBLIC LIBRARY  
Fargo

MINOT PUBLIC LIBRARY  
Minot

## Ohio

STARK COUNTY DISTRICT  
LIBRARY  
Canton

PUBLIC LIBRARY OF  
CINCINNATI & HAMILTON  
COUNTY  
Cincinnati

COLUMBUS  
METROPOLITAN LIBRARY  
Columbus

DAYTON METRO LIBRARY  
Dayton

MANSFIELD/RICHLAND  
COUNTY PUBLIC LIBRARY  
Mansfield

PORTSMOUTH PUBLIC  
LIBRARY  
Portsmouth

TOLEDO-LUCAS COUNTY  
PUBLIC LIBRARY  
Toledo

PUBLIC LIBRARY OF  
YOUNGSTOWN &  
MAHONING COUNTY  
Youngstown

## Oklahoma

OKLAHOMA CITY  
UNIVERSITY  
Dulaney Browne Library  
Oklahoma City

TULSA CITY-COUNTY  
LIBRARY  
Tulsa

## Oregon

OREGON INSTITUTE OF  
TECHNOLOGY LIBRARY  
Klamath Falls

SOUTHERN OREGON  
UNIVERSITY  
Pacific Non-profit Network  
Medford

MULTNOMAH COUNTY  
LIBRARY  
Portland

OREGON STATE LIBRARY  
Salem

## Pennsylvania

NORTHAMPTON  
COMMUNITY COLLEGE  
Paul and Harriett Mack  
Library  
Bethlehem

ERIE COUNTY LIBRARY  
SYSTEM  
Erie

## Rochester, NY

The Rochester Public  
Library, which became  
a Cooperating  
Collection in 1973, is  
located in an area



greatly affected by recent changes in the economy. The Grants Information Center has moved to a more visible area of the Central Library and has expanded to include circulating materials as well as reference titles. In 2002, the Library offered a workshop on funding research that introduced *The Foundation Directory Online Platinum*, our premier online database, to more than 150 attendees. Liz Wilder, executive director of the Rochester Grantmakers Forum, commented, "This is the type of wide exposure the Foundation Center should have in our community. As a Cooperating Collection, the Public Library is a key resource to help area nonprofits." (Collection Supervisor Carol Tuzzeo is pictured.)



DAUPHIN COUNTY  
LIBRARY SYSTEM  
Harrisburg

LANCASTER COUNTY  
PUBLIC LIBRARY  
Lancaster

FREE LIBRARY OF  
PHILADELPHIA  
Philadelphia

CARNEGIE LIBRARY OF  
PITTSBURGH  
Pittsburgh

POCONO NORTHEAST  
DEVELOPMENT FUND  
Pittston

READING PUBLIC  
LIBRARY  
Reading

JAMES V. BROWN  
LIBRARY  
Williamsport

MARTIN LIBRARY  
York

### **Rhode Island**

PROVIDENCE PUBLIC  
LIBRARY  
Providence

### **South Carolina**

ANDERSON COUNTY  
LIBRARY  
Anderson

CHARLESTON COUNTY  
LIBRARY  
Charleston

SOUTH CAROLINA STATE  
LIBRARY  
Columbia

COMMUNITY  
FOUNDATION OF  
GREATER GREENVILLE  
Greenville

### **South Dakota**

SINTE GLESKA  
UNIVERSITY LIBRARY  
Mission

SOUTH DAKOTA STATE  
LIBRARY  
Pierre

DAKOTA STATE LIBRARY  
Sioux Falls

SIOUXLAND LIBRARIES  
Sioux Falls

### **Tennessee**

UNITED WAY OF GREATER  
CHATTANOOGA  
Chattanooga

KNOX COUNTY PUBLIC  
LIBRARY  
Knoxville

MEMPHIS & SHELBY  
COUNTY PUBLIC LIBRARY  
Memphis

NASHVILLE PUBLIC  
LIBRARY  
Nashville

### **Texas**

NONPROFIT RESOURCE  
CENTER  
Abilene

AMARILLO AREA  
FOUNDATION  
Amarillo

HOGG FOUNDATION FOR  
MENTAL HEALTH  
Austin

BEAUMONT PUBLIC  
LIBRARY  
Beaumont

CORPUS CHRISTI PUBLIC  
LIBRARY  
Corpus Christi

DALLAS PUBLIC LIBRARY  
Dallas

SOUTHWEST BORDER  
NONPROFIT RESOURCE  
CENTER  
Edinburgh

UNIVERSITY OF TEXAS AT  
EL PASO  
Community Non-Profit  
Grant Library  
El Paso

FUNDING INFORMATION  
CENTER OF FORT WORTH  
Ft. Worth

HOUSTON PUBLIC  
LIBRARY  
Houston

LAREDO PUBLIC LIBRARY  
Laredo

LONGVIEW PUBLIC  
LIBRARY  
Longview

LUBBOCK AREA  
FOUNDATION, INC.  
Lubbock

NONPROFIT RESOURCE  
CENTER OF TEXAS  
San Antonio

WACO-McLENNAN  
COUNTY LIBRARY  
Waco

NONPROFIT  
MANAGEMENT CENTER  
OF WICHITA FALLS  
Wichita Falls

### **Utah**

SALT LAKE CITY PUBLIC  
LIBRARY  
Salt Lake City

### **Vermont**

ILSLEY PUBLIC LIBRARY  
Middlebury

VERMONT DEPT. OF  
LIBRARIES  
Montpelier

### **Virginia**

WASHINGTON COUNTY  
PUBLIC LIBRARY  
Abingdon

HAMPTON PUBLIC  
LIBRARY  
Hampton

RICHMOND PUBLIC  
LIBRARY  
Richmond

ROANOKE CITY PUBLIC  
LIBRARY SYSTEM  
Roanoke

### **Washington**

MID-COLUMBIA LIBRARY  
Kennewick

KING COUNTY LIBRARY  
SYSTEM  
Redmond Regional Library  
Redmond

SEATTLE PUBLIC  
LIBRARY  
Seattle

SPOKANE PUBLIC  
LIBRARY  
Spokane

UNIVERSITY OF  
WASHINGTON—  
TACOMA  
Library  
Tacoma

WENATCHEE VALLEY  
COLLEGE  
John A. Brown Library  
Wenatchee

### **West Virginia**

KANAWHA COUNTY  
PUBLIC LIBRARY  
Charleston

### **Wisconsin**

UNIVERSITY OF  
WISCONSIN—MADISON  
Memorial Library  
Madison

### **Redmond, WA**

Established as a  
Cooperating Collection  
in 2000, the Nonprofit &  
Philanthropy Resource  
Center at Redmond



Regional Library in Washington State is housed in a state-of-the-art facility designed to serve the area's ethnically diverse population. Collection staff assists increasing numbers of organizations and individuals interested in philanthropy and provides daily individual instruction on *FC Search*, as well as workshops on prospect research and other topics of interest to nonprofits. To encourage use of the Collection, Supervisor Jeannette Privat gives presentations at area meetings, such as a gathering of the King County Library System Reference Librarians. She says, "The establishment of the Resource Center came at a time when it was most needed. These resources are essential for the survival of local organizations and the individuals they serve."

MARQUETTE UNIVERSITY  
Memorial Library  
Milwaukee

UNIVERSITY OF  
WISCONSIN—STEVENS  
POINT  
Main Library  
Stevens Point

### **Wyoming**

CASPER COLLEGE  
Goodstein Foundation  
Library  
Casper

LARAMIE COUNTY  
COMMUNITY COLLEGE  
Instructional Resource  
Center  
Cheyenne

CAMPBELL COUNTY  
PUBLIC LIBRARY  
Gillette

TETON COUNTY LIBRARY  
Jackson

SHERIDAN COUNTY  
FULMER PUBLIC LIBRARY  
Sheridan

### **Puerto Rico**

UNIVERSIDAD DEL  
SAGRADO CORAZON  
M.M.T. Guevara Library  
Santurce

# Donors

## Basic Support

### **Independent Foundations**

The Abell Foundation  
Louis and Anne Abrons Foundation, Inc.  
Daniele Agostino Foundation  
The Ahmanson Foundation  
Altman Foundation  
Hugh J. Andersen Foundation

**The exercises were very helpful. Working on actual budgets helped the learning process tremendously!**

**PROPOSAL BUDGETING WORKSHOP  
ATTENDEE (WASHINGTON, DC)**

John W. Anderson Foundation  
Animal Welfare Trust\*  
The Anschutz Family Foundation  
The Arca Foundation  
Atherton Family Foundation  
The Marilyn Augur Family Foundation\*  
Axe-Houghton Foundation  
The Helen Bader Foundation  
The Barker Welfare Foundation  
The Barra Foundation, Inc.  
The Bay Foundation  
Beazley Foundation, Inc.  
Claude Worthington Benedum Foundation  
Benwood Foundation, Inc.  
The Mary Duke Biddle Foundation  
Blandin Foundation  
The Arthur M. Blank Family Foundation  
The Blowitz-Ridgeway Foundation  
The Boehm Foundation  
Booth Ferris Foundation  
Mary Owen Borden Foundation  
The Robert Bowne Foundation, Inc.  
The Lynde and Harry Bradley Foundation  
The Andrea and Charles Bronfman Philanthropies  
The Bullitt Foundation, Inc.  
Florence V. Burden Foundation  
The Burnett Foundation  
The Burroughs Wellcome Fund  
The Bush Foundation

Butler Family Fund\*  
The Bydale Foundation  
The Louis Calder Foundation  
The California Wellness Foundation  
Callaway Foundation, Inc.  
The Cannon Foundation, Inc.  
Carnegie Corporation of New York  
Amon G. Carter Foundation  
The Annie E. Casey Foundation, Inc.  
The Ceres Foundation\*  
The Champlin Foundations  
The Charlepeg Foundation, Inc.  
Ben B. Cheney Foundation  
The Edna McConnell Clark Foundation  
Robert Sterling Clark Foundation, Inc.  
The Commonwealth Fund  
Cooper Foundation  
The Cowles Charitable Trust  
Bruce L. Crary Foundation, Inc.  
The Daphne Seybolt Culpeper Memorial Foundation, Inc.  
Nathan Cummings Foundation  
Dorothy U. Dalton Foundation, Inc.  
The Dammann Fund, Inc.

**Your librarians have offered superior assistance that has contributed to the success of our efforts.**

**LIBRARY/LEARNING CENTER VISITOR  
(CLEVELAND)**

The Charles A. Dana Foundation  
The Danforth Foundation  
Ken W. Davis Foundation\*  
Doris and Victor Day Foundation, Inc.  
Deer Creek Foundation  
The Gladys Krieble Delmas Foundation  
Clarence and Anne Dillon Dunwalke Trust  
Geraldine R. Dodge Foundation  
Cleveland H. Dodge Foundation, Inc.  
Dodge Jones Foundation  
William H. Donner Foundation, Inc.  
The Dorr Foundation  
The Camille and Henry Dreyfus Foundation, Inc.  
The Max and Victoria Dreyfus Foundation, Inc.  
Doris Duke Charitable Foundation  
The Duke Endowment

**Gave great insight into the grantmaker's perspective.**

**PROPOSAL WRITING SEMINAR  
ATTENDEE (BOSTON)**

Dyer-Ives Foundation  
The Eberly Foundation  
echoing green foundation  
The Educational Foundation of America  
The O.P. and W.E. Edwards Foundation, Inc.  
El Pomar Foundation  
Fred L. Emerson Foundation, Inc.  
Engineering Information Foundation  
Maurice Falk Medical Fund  
The Flinn Foundation  
The Ford Foundation  
Frear Eleemosynary Trust  
Freed Foundation  
The Freeman Foundation  
Charles A. Frueauff Foundation, Inc.  
Gates Family Foundation  
Bill and Melinda Gates Foundation  
General Service Foundation  
The Gerber Foundation  
The Wallace Alexander Gerbode Foundation  
Herman Goldman Foundation  
The Horace W. Goldsmith Foundation  
The Florence Gould Foundation  
Graham Foundation for Advanced Studies in the Fine Arts  
The Grainger Foundation  
William T. Grant Foundation  
William Caspar Graustein Memorial Fund  
The Greenville Foundation  
The Greenwall Foundation  
Mary Livingston Griggs and Mary Griggs Burke Foundation  
Paul and Mary Haas Foundation

**I am confident that this is the place to get foundation and corporate organizations' latest information. I trust the source.**

**FOUNDATION DIRECTORY ONLINE USER**

The Hahn Family Foundation  
 Phil Hardin Foundation  
 The Harkness Foundation for Dance  
 John H. and Wilhelmina D. Harland Charitable Foundation, Inc.  
 The Irving Harris Foundation  
 The John A. Hartford Foundation, Inc.  
 The John Randolph Haynes and Dora Haynes Foundation  
 The Edward W. Hazen Foundation  
 William Randolph Hearst Foundation  
 The Heckscher Foundation for Children  
 Vira I. Heinz Endowment  
 The F.B. Heron Foundation  
 The William and Flora Hewlett Foundation  
 The Hillman Foundation, Inc.  
 Conrad N. Hilton Foundation  
 Houston Endowment Inc.  
 The Stewart W. and Willma C. Hoyt Foundation, Inc.  
 The Huber Foundation  
 Hudson-Webber Foundation  
 The Charles Evans Hughes Memorial Foundation, Inc.  
 The Hyde and Watson Foundation  
 Independence Foundation  
 The International Foundation  
 Ittleson Foundation, Inc.  
 Janesville Foundation, Inc.  
 The Jenesis Group  
 The Mary Hillman Jennings Foundation  
 Jerome Foundation  
 George Frederick Jewett Foundation

**I cannot thank your staff and organization enough for the volume and quality of critical content your Web site provides.**

**WEB SITE VISITOR**

Jockey Hollow Foundation  
 The Christian A. Johnson Endeavor Foundation  
 The Robert Wood Johnson Foundation  
 J. Seward Johnson, Sr. 1963 Charitable Trust  
 Daisy Marquis Jones Foundation  
 The Joyce Foundation  
 Alfred Jurzykowski Foundation, Inc.  
 Kansas Health Foundation  
 The J. M. Kaplan Fund, Inc.  
 Ewing Marion Kauffman Foundation  
 W. M. Keck Foundation  
 W. K. Kellogg Foundation  
 William R. Kenan, Jr. Charitable Trust

F. M. Kirby Foundation, Inc.  
 The Esther A. & Joseph Klingenstein Fund, Inc.  
 John S. and James L. Knight Foundation  
 The Kohlberg Foundation, Inc.  
 The Emily Davie and Joseph S. Kornfeld Foundation  
 The Kresge Foundation  
 Samuel H. Kress Foundation  
 Albert Kunstadter Family Foundation  
 The Jacob and Valeria Langeloth Foundation  
 Lannan Foundation  
 Lavelle Fund for the Blind, Inc.\*  
 The Edith and Herbert Lehman Foundation, Inc.

**Love this place!**

**LIBRARY/LEARNING CENTER VISITOR  
 (ATLANTA)**

Lemberg Foundation, Inc.  
 Lilly Endowment, Inc.  
 The Liman Foundation  
 The Fay J. Lindner Foundation  
 The Lucius N. Littauer Foundation  
 Longview Foundation for Education in World Affairs and International Understanding, Inc.\*  
 Richard Lounsbery Foundation, Inc.  
 Leon Lowenstein Foundation, Inc.  
 Loyola Foundation  
 The Henry Luce Foundation, Inc.  
 The Lumpkin Foundation  
 Lyndhurst Foundation  
 The J.E. and L.E. Mabee Foundation, Inc.  
 John D. and Catherine T. MacArthur Foundation  
 James A. Macdonald Foundation  
 Josiah Macy, Jr. Foundation  
 A.L. Mailman Family Foundation, Inc.  
 The Marcus Foundation, Inc.  
 The Markle Foundation  
 Marmot Foundation  
 The Richard Mather Fund  
 Robert R. McCormick Tribune Foundation  
 James S. McDonnell Foundation  
 McFeely-Rogers Foundation  
 Dextra Baldwin McGonagle Foundation, Inc.  
 McGregor Fund  
 McInerney Foundation  
 The McIntosh Foundation  
 The MCJ Foundation  
 The McKnight Foundation  
 The McLean Contributionship  
 The Andrew W. Mellon Foundation  
 Mertz Gilmore Foundation  
 Meyer Memorial Trust

**Very useful exchanges of experiences and real-life examples.**

**SECURING YOUR ORGANIZATION'S FUTURE ATTENDEE (WASHINGTON, DC)**

The Ambrose Monell Foundation  
 The William T. Morris Foundation, Inc.  
 Charles Stewart Mott Foundation  
 M. J. Murdock Charitable Trust  
 New York Foundation  
 The Charlotte W. Newcombe Foundation  
 Edward John Noble Foundation, Inc.  
 The Samuel Roberts Noble Foundation, Inc.  
 Northwest Area Foundation  
 Jessie Smith Noyes Foundation, Inc.  
 The A. Lindsay and Olive B. O'Connor Foundation, Inc.  
 John M. Olin Foundation, Inc.  
 The Overbrook Foundation  
 The David and Lucile Packard Foundation  
 Panwy Foundation, Inc.  
 The Patrino Foundation  
 Josephine Bay Paul and C. Michael Paul Foundation  
 The Pew Charitable Trusts  
 The Pincus Family Fund  
 The Pinkerton Foundation  
 Plough Foundation  
 Polk Bros. Foundation  
 Posner-Wallace Foundation  
 The Louis and Harold Price Foundation, Inc.  
 The Prospect Hill Foundation  
 Public Welfare Foundation  
 The Reed Foundation, Inc.  
 Michael Reese Health Trust  
 The Retirement Research Foundation  
 Charles H. Revson Foundation, Inc.  
 Donald W. Reynolds Foundation  
 Rhodebeck Charitable Trust  
 Sid W. Richardson Foundation  
 Fannie E. Rippel Foundation  
 The Ritter Foundation, Inc.  
 Rockefeller Brothers Fund  
 The Rockefeller Foundation

**Muchas gracias por tu interés en contestarnos y enviarnos valiosa información.**

**Buscaremos datos en las direcciones que nos enviaste.**

**E-MAIL TO ONLINE LIBRARIAN**



**The seminar was so helpful,  
and I have so many ideas. It  
was excellent!**

**PROPOSAL WRITING SEMINAR  
ATTENDEE (CINCINNATI)**

Rockwell Fund, Inc.  
The Felix and Elizabeth Rohatyn  
Foundation, Inc.  
Rosenberg Foundation  
Sunny and Abe Rosenberg Foundation  
The Richard and Hinda Rosenthal Foundation  
Helena Rubinstein Foundation  
The Rudin Foundation, Inc.  
The Fan Fox and Leslie R. Samuels Foundation,  
Inc.  
Sasco Foundation  
The Scherman Foundation, Inc.  
Charles and Mildred Schnurmacher  
Foundation, Inc.  
The Florence and John Schumann Foundation  
Walter Scott Foundation  
Sequoia Foundation  
The Shubert Foundation, Inc.  
The Siragusa Foundation  
The Sirus Fund  
The Skillman Foundation  
The Skirball Foundation  
Alfred P. Sloan Foundation  
Richard & Susan Smith Family Foundation\*  
The John Ben Snow Foundation, Inc.  
The Harold B. & Dorothy A. Snyder  
Foundation, Inc.  
The Spencer Foundation  
The Starr Foundation  
Hattie M. Strong Foundation  
Surdna Foundation, Inc.  
Taconic Foundation, Inc.  
The Teagle Foundation, Inc.  
T.L.L. Temple Foundation  
John Templeton Foundation  
Town Creek Foundation, Inc.  
The Trull Foundation  
Union Foundation  
van Ameringen Foundation, Inc.  
The G. Unger Vetlesen Foundation  
Virginia Environmental Endowment  
The Laura B. Vogler Foundation, Inc.  
The Wahlstrom Foundation, Inc.  
Wallace-Reader's Digest Funds  
Wallerstein Foundation for Geriatric Life  
Improvement  
The Walton Family Foundation, Inc.  
Anna Emory Warfield Memorial Fund, Inc.  
The Andy Warhol Foundation for the  
Visual Arts

The Sidney J. Weinberg, Jr. Foundation  
Weingart Foundation  
The Margaret L. Wendt Foundation  
Weyerhaeuser Family Foundation, Inc.  
The Whitaker Foundation  
The Whitehead Foundation  
G. N. Wilcox Trust  
Wolfensohn Family Foundation  
The Farny R. Wurlitzer Foundation  
The Zellerbach Family Foundation

### **Corporate Donors**

Alcoa Foundation  
Altria Group, Inc.  
American Eagle Outfitters Foundation\*  
American Express Foundation  
AT&T Foundation  
Avon Foundation, Inc.  
Bristol-Myers Squibb Foundation, Inc.  
Citigroup Foundation  
The Coca-Cola Company  
Credit Suisse First Boston  
DaimlerChrysler Corporation Fund  
Deutsche Bank Americas Foundation  
ExxonMobil Foundation  
Fidelity Foundation  
GE Fund  
General Mills Foundation

**This place is a perfect blend  
between technology and the  
human touch.**

**LIBRARY/LEARNING CENTER VISITOR  
(NEW YORK)**

Hasbro Children's Foundation  
IBM Corporation  
The Independence Community Foundation  
John Deere Foundation  
Johnson & Johnson Family of Companies  
Keyspan Foundation  
Landmark Communications Foundation  
Levi Strauss Foundation  
The MassMutual Foundation for Hartford, Inc.\*  
Maytag Corporation Foundation  
McDonald's Corporation  
Mead-Westvaco Foundation  
The Merck Company Foundation  
Merrill Lynch & Co. Foundation, Inc.  
Metropolitan Life Foundation  
J.P. Morgan Chase  
Morgan Stanley  
The New York Times Company Foundation, Inc.  
Panasonic Foundation, Inc.  
Pfizer Inc.

Pitney Bowes  
Progress Energy\*  
The Prudential Foundation  
Raytheon Company  
Roche  
Sears, Roebuck and Company  
SI Bank and Trust Foundation  
State Farm Companies Foundation  
Target, Marshall Field's and Mervyn's with  
support from the Target Foundation  
The UPS Foundation  
Vivendi Universal  
Washington Mutual Foundation  
Wells Fargo  
The Xerox Foundation

### **Community Foundations**

California Community Foundation  
The Chicago Community Trust  
The Indianapolis Foundation  
Kalamazoo Community Foundation  
New Hampshire Charitable Foundation  
The New York Community Trust  
North Dakota Community Foundation  
The Pittsburgh Foundation

### **Operating Foundations**

The Freedom Forum  
Fund for the City of New York  
The J. Paul Getty Trust  
The Harry Frank Guggenheim Foundation  
The Johnson Foundation  
Open Society Institute  
Russell Sage Foundation  
Wenner-Gren Foundation for Anthropological  
Research, Inc.

### **Public Charities**

ACMP Foundation  
The German Marshall Fund of the United States  
Rockefeller Family Fund

### **Others**

The Atlantic Philanthropies  
California HealthCare Foundation  
Howard Hughes Medical Institute

**Thank you so much for  
making this site and the  
information contained in it  
available — and so much of  
it freely accessible.**

**WEB SITE VISITOR**

# Atlanta

## **Independent Foundations**

Atlanta Foundation  
The Arthur M. Blank Family Foundation  
The Edyth Bush Charitable Foundation, Inc.  
Close Foundation  
John and Mary Franklin Foundation, Inc.  
The Frist Foundation  
J. B. Fuqua Foundation, Inc.  
Price Gilbert, Jr. Charitable Fund  
The B. Halle Foundation\*  
John H. and Wilhelmina D. Harland Charitable Foundation, Inc.  
Mary Ryan & Henry G. Kuhrt Foundation\*  
The Ray M. and Mary Elizabeth Lee Foundation, Inc.  
The Marcus Foundation, Inc.  
Katherine John Murphy Foundation  
The Pittulloch Foundation  
The Rich Foundation, Inc.  
The Rockdale Foundation, Inc.\*  
The Self Family Foundation  
Tull Charitable Foundation, Inc.  
Robert W. Woodruff Foundation, Inc.  
The Zeist Foundation, Inc.\*

**Thank you very much for all the useful information. It will be very helpful in our organization's work with the immigrant and refugee communities in our Minneapolis neighborhood.**  
E-MAIL TO ONLINE LIBRARIAN

## **Corporate Donors**

AGL Resources, Inc.\*  
Bank of America  
The Delta Air Lines Foundation  
Equifax\*  
Georgia Power Foundation  
Georgia-Pacific Corporation  
The Home Depot  
The UPS Foundation  
The Wachovia Foundation, Inc.

## **Community Foundation**

Community Foundation for Northeast Georgia

## **Individuals**

Cecil B. Day Family

# Cleveland

## **Independent Foundations**

The Abington Foundation  
Austin-Bailey Health and Wellness Foundation  
The William Bingham Foundation  
Eva L. and Joseph M. Bruening Foundation  
The George W. Codrington Charitable Foundation  
The Ellie Fund  
The Harry K. Fox and Emma R. Fox Charitable Foundation  
The GAR Foundation  
Benjamin S. Gerson Family Foundation  
Lucile & Robert H. Gries Charity Fund  
The George Gund Foundation  
The Hershey Foundation  
Iddings Foundation  
Martha Holden Jennings Foundation  
The Andrew Jergens Foundation  
The Kettering Fund  
Kulas Foundation  
The Laub Foundation  
The S. Livingston Mather Charitable Trust  
McGinty Family Foundation  
The Burton D. Morgan Foundation  
The Murphy Family Foundation  
John P. Murphy Foundation  
The Nord Family Foundation  
The William J. and Dorothy K. O'Neill Foundation  
The Reinberger Foundation  
The Reuter Foundation\*  
The Fran and Warren Rupp Foundation  
The Sears-Swetland Foundation  
The Sisler McFawn Foundation  
The Edward and Betty Sloat Foundation  
The Kelvin and Eleanor Smith Foundation  
The Raymond John Wean Foundation  
Thomas H. White Foundation  
Woodruff Foundation  
The Wuliger Foundation

## **Corporate Donors**

Dominion East Ohio  
FirstEnergy Foundation  
The Goodyear Tire & Rubber Company  
Key Foundation  
The Lubrizol Foundation  
National City Bank  
Nationwide Foundation  
OMNOVA Solutions Foundation  
Premier Industrial Foundation  
RPM, Inc.\*  
The Sherwin-Williams Foundation

**The material covered in the workshop was very valuable. . . . The Foundation Center is a wonderful resource, and I am glad to have discovered it.**

**FIRST STEPS PARTICIPANT (CLEVELAND)**

## **Community Foundations**

Akron Community Foundation  
The Cleveland Foundation  
The Cleveland Foundation supporting organizations:  
The Alton F. and Carrie S. Davis Fund  
The Higley Fund  
The Elizabeth and Ellery Sedgwick Fund  
The Sherwick Fund  
The Treu-Mart Fund  
Funds of the Cleveland Foundation:  
Alvah Stone and Adele Corning Chisholm Memorial Fund  
The Donum Fund  
The Wolpert Fund  
The Columbus Foundation  
The Community Foundation of Greater Lorain County  
Richland County Foundation  
Stark Community Foundation  
Toledo Community Foundation, Inc.

## **Public Charities**

Deaconess Community Foundation  
Jewish Community Federation of Cleveland supporting organizations:  
Nathan L. and Regina Herman Charitable Fund  
David and Inez Myers Foundation  
David S. Stein Foundation  
Jones, Day, Reavis & Pogue  
The Mt. Sinai Health Care Foundation  
Saint Ann Foundation  
Saint Luke's Foundation of Cleveland, Ohio  
Sisters of Charity Foundation of Canton  
Sisters of Charity Foundation of Cleveland

**You guys rock!**

**GRANTSEEKING BASICS ATTENDEE (WASHINGTON, DC)**

**Thank you for the wonderful month of focusing on artists. I've learned so much, gotten lots of useful information, and found great leads for grants.**

LIBRARY/LEARNING CENTER VISITOR  
(ATLANTA)

## San Francisco

### ***Independent Foundations***

The Ark Foundation  
Atkinson Foundation  
The Banks Family Foundation  
Elizabeth and Stephen Bechtel, Jr. Foundation  
Bella Vista Foundation\*  
The Bothin Foundation  
Robert and Alice Bridges Foundation  
C.S. Fund  
California Consumer Protection Foundation  
The California Wellness Foundation  
Candelaria Fund  
S. H. Cowell Foundation  
Fleishhacker Foundation  
The Foundation for Global Awakening  
The Gaia Fund  
The Fred Gellert Family Foundation  
The Carl Gellert and Celia Berta Gellert Foundation  
The Wallace Alexander Gerbode Foundation  
William G. Gilmore Foundation

**The new facility and the increased staffing at the Foundation Center—Cleveland has contributed tremendously to its ability to help grantmakers and grantseekers alike.**

LIBRARY/LEARNING CENTER VISITOR  
(CLEVELAND)

Lisa and Douglas Goldman Fund  
Richard and Rhoda Goldman Fund  
Walter and Elise Haas Fund  
Evelyn and Walter Haas, Jr. Fund  
The Haigh-Scatena Foundation  
Crescent Porter Hale Foundation  
The James Irvine Foundation  
The William G. Irwin Charity Foundation  
George Frederick Jewett Foundation  
The Walter S. Johnson Foundation  
The Sara H. and William R. Kimball Foundation  
Maria Kip Orphanage  
Koret Foundation  
The Stanley S. Langendorf Foundation  
Dean and Margaret Leshner Foundation  
The Thomas J. Long Foundation  
Louis R. Lurie Foundation  
Miranda Lux Foundation  
Margo's Foundation

**I will go and write grant proposals with more confidence than I had when I arrived.**

**PROPOSAL WRITING SEMINAR  
ATTENDEE (GRAND RAPIDS)**

Giles W. and Elise G. Mead Foundation  
Caroline & Roxanna Montrose Educational Foundation  
The Bernard Osher Foundation  
The David and Lucile Packard Foundation  
The Pottruck Family Foundation  
Rosenberg Foundation  
Charles and Helen Schwab Foundation  
Seven Springs Foundation  
Shaler Adams Foundation  
Silver Giving Foundation  
Y & H Soda Foundation  
W.L.S. Spencer Foundation\*  
Stuart Foundation  
The Morris Stulsafit Foundation  
Nora Eccles Treadwell Foundation  
Trio Foundation

**The Foundation Center teaches us to do our homework. . . . What I've learned . . . is that each proposal that I submit should be a unique gift from my organization, crafted for a specially selected foundation.**

LIBRARY/LEARNING CENTER VISITOR  
(SAN FRANCISCO)

Trust Funds Incorporated  
Wayne and Gladys Valley Foundation  
VanLobenSels/RembeRock Foundation  
Wilsey Foundation  
The Zellerbach Family Foundation

### ***Corporate Donors***

Bank of America Foundation  
ChevronTexaco  
Citigroup  
The Clorox Company Foundation  
Fireman's Fund Foundation  
The Gap Foundation  
Levi Strauss Foundation  
McKesson Foundation, Inc.  
Pacific Gas and Electric Company  
Vodafone—US Foundation  
Washington Mutual Foundation  
Wells Fargo

### ***Community Foundations***

Peninsula Community Foundation  
The San Francisco Foundation

### ***Public Charity***

The Skoll Community Fund\*



# Washington, DC

## **Independent Foundations**

The Advisory Board Foundation  
The Bancroft Foundation\*  
Diane and Norman Bernstein Foundation, Inc.  
The Morris and Gwendolyn Cafritz Foundation  
The Annie E. Casey Foundation, Inc.  
Naomi and Nehemiah Cohen Foundation  
The Max and Victoria Dreyfus Foundation, Inc.  
Lois and Richard England Family Foundation  
The Edward E. Ford Foundation  
John Edward Fowler Memorial Foundation  
Freed Foundation  
The Jenesis Group  
Jovid Foundation  
The Kiplinger Foundation  
Helen Sperry Lea Foundation  
MARPAT Foundation, Inc.  
The J. Willard and Alice S. Marriott Foundation  
Gilbert and Jaylee Mead Family Foundation  
Eugene and Agnes E. Meyer Foundation  
The Moriah Fund  
Pettus-Crowe Foundation  
Howard and Geraldine Polinger Family Foundation  
Prince Charitable Trusts  
Public Welfare Foundation  
Trellis Fund\*  
Washington Forrest Foundation  
The Mark and Catherine Winkler Foundation

## **Corporate Donors**

Fannie Mae Foundation  
Freddie Mac Foundation  
Gannett Foundation  
The Hitachi Foundation  
Mitsubishi Electric America Foundation  
The Washington Post Company

**Your assistance made our first nonprofit network a success, and we really appreciate it. You are truly helping us build the capacity of Northeast Georgia's nonprofits!**

PROGRAM COLLABORATOR (ATLANTA)

## **Community Foundation**

The Community Foundation for the National Capital Region

## **Operating Foundation**

Morino Institute

## **Public Charity**

Consumer Health Foundation

**This is exactly the information I need to move forward in fund development. I am excited for the first time in a year!**

**SECURING YOUR ORGANIZATION'S FUTURE ATTENDEE (SAN FRANCISCO)**

# Special Projects

## **The Foundation Center Online**

Otto Bremer Foundation  
The Louis Calder Foundation  
The Arthur Vining Davis Foundations  
The Hugh and Jane Ferguson Foundation\*  
D.V. and Ida McEachern Charitable Trust\*  
Pfizer Inc.  
The Pinkerton Foundation

## **Philanthropy's Response to 9/11**

The California Endowment\*  
The Annie E. Casey Foundation, Inc.  
ChevronTexaco  
Citigroup Foundation  
The Ford Foundation  
John S. and James L. Knight Foundation  
Lumina Foundation for Education\*  
Morgan Stanley  
Charles Stewart Mott Foundation  
Rockefeller Brothers Fund

**A great program for beginners, as it took the mystery out of proposal writing.**

**PROPOSAL WRITING SEMINAR ATTENDEE (BOSTON)**

## **Fundraising Consultants Network**

The Clark Foundation

## **New York Library/Learning Center Equipment Upgrade**

The Achelis Foundation  
The Bodman Foundation

## **Training Programs**

Verizon Foundation

## **Dissemination of Monographs from the Improving the Practices of Philanthropy Project**

The Robert Wood Johnson Foundation

## **San Francisco Program Hosting**

Oracle Corporation\*

## **SPONSORS**

### **Funding for Arts Month**

Association of Fundraising Professionals, Washington, DC Metro Area Chapter  
Creative Capital Foundation  
Ohio Arts Council  
New York Foundation for the Arts  
Philanthropic Ventures Foundation  
Turner Broadcasting System, Inc.

### **Funding for Children and Youth Month**

Action Without Borders-idealist.org  
Mandel Center for Nonprofit Organizations  
Ohio Children's Foundation  
Philanthropic Ventures Foundation  
Raffa & Associates  
Rosie's For All Kids Foundation

## Board of Trustees

AS OF DECEMBER 31, 2002

### **Audrey R. Alvarado**

EXECUTIVE DIRECTOR  
NATIONAL COUNCIL OF NONPROFIT ASSOCIATIONS

### **Geoffrey Canada**

PRESIDENT/CEO  
HARLEM CHILDREN'S ZONE, INC.

### **Dennis A. Collins**

FORMER PRESIDENT  
THE JAMES IRVINE FOUNDATION

### **Susan Lajoie Eagan**

EXECUTIVE DIRECTOR  
MANDEL CENTER FOR NONPROFIT ORGANIZATIONS  
CASE WESTERN RESERVE UNIVERSITY

### **Robert C. Elliott**

SENIOR EXECUTIVE VICE PRESIDENT  
BESSEMER TRUST COMPANY, N.A.

### **Sara L. Engelhardt**

PRESIDENT  
THE FOUNDATION CENTER

### **Barry D. Gaberman**

SENIOR VICE PRESIDENT  
FORD FOUNDATION

### **Otis S. Johnson**

DEAN (RETIRED)  
COLLEGE OF LIBERAL ARTS AND SOCIAL SCIENCES  
SAVANNAH STATE UNIVERSITY

### **Douglas W. Nelson**

PRESIDENT  
THE ANNIE E. CASEY FOUNDATION

### **Jerry A. O'Neil**

PARTNER-IN-CHARGE, NOT-FOR-PROFIT SERVICES  
PRICEWATERHOUSECOOPERS LLP

### **Elizabeth C. Reveal**

MANAGEMENT CONSULTANT  
TRIOS CONSULTING PARTNERS

### **Dorothy S. Ridings**

PRESIDENT AND CEO  
COUNCIL ON FOUNDATIONS

### **Nancy Roberts**

PRESIDENT  
CONNECTICUT COUNCIL FOR PHILANTHROPY

### **Robert K. Ross, M.D.**

PRESIDENT/CEO  
THE CALIFORNIA ENDOWMENT

### **Patricia L. Willis**

PRESIDENT (RETIRED)  
BELLSOUTH FOUNDATION

## Officers

### **Barry D. Gaberman**

CHAIRMAN

### **Douglas W. Nelson**

VICE CHAIRMAN

### **Sara L. Engelhardt**

PRESIDENT

### **Maureen Mackey**

TREASURER

### **Loretta Ferrari**

SECRETARY

## Executive Committee

### **Barry D. Gaberman**

CHAIRMAN

### **Susan Lajoie Eagan**

### **Robert C. Elliott**

### **Sara L. Engelhardt**

### **Douglas W. Nelson**

## Finance and Audit Committee

### **Robert C. Elliott**

CHAIRMAN

### **Sara L. Engelhardt**

### **Barry D. Gaberman**

### **Jerry A. O'Neil**

### **Elizabeth C. Reveal**

## Nominating Committee

### **Douglas W. Nelson**

CHAIRMAN

### **Geoffrey Canada**

### **Dennis A. Collins**

### **Nancy Roberts**

### **Patricia L. Willis**

## Senior Staff

AS OF DECEMBER 31, 2002

**Sara L. Engelhardt**  
PRESIDENT

**Maureen Mackey**  
EXECUTIVE VICE PRESIDENT AND  
CHIEF OPERATING OFFICER

**Loretta Ferrari**  
CONTROLLER

**Joyce Infante**  
SENIOR VICE PRESIDENT FOR  
COMMUNICATIONS, MARKETING,  
AND PRODUCT DEVELOPMENT

**Frederick K. Schoff**  
SENIOR VICE PRESIDENT FOR  
INFORMATION RESOURCES  
AND PUBLISHING

**Judith B. Margolin**  
VICE PRESIDENT FOR PUBLIC  
SERVICES

**Cynthia Glunt Bailie**  
DIRECTOR, CLEVELAND OFFICE

**Janet Camarena**  
DIRECTOR, SAN FRANCISCO  
OFFICE

**Charlotte Dion**  
DIRECTOR, NEW YORK LIBRARY

**Pattie J. Johnson**  
DIRECTOR, ATLANTA OFFICE

**Anita H. Plotinsky**  
DIRECTOR, WASHINGTON, DC,  
OFFICE

**Loren Renz**  
VICE PRESIDENT FOR RESEARCH

**Alyson J. Tufts**  
VICE PRESIDENT FOR  
DEVELOPMENT

**Edward Venturi**  
VICE PRESIDENT OF INFORMATION  
TECHNOLOGY

**Juan C. Brito**  
DIRECTOR OF HUMAN RESOURCES

**JuWon Choi**  
DIRECTOR OF EDUCATIONAL  
SERVICES

**Cheryl L. Loe**  
DIRECTOR OF COMMUNICATIONS

## Trustees Emeriti

WITH AFFILIATION AT TIME OF BOARD MEMBERSHIP AND DATES OF BOARD SERVICE

**Frederick B. Adams, Jr.**  
PIERPONT MORGAN LIBRARY  
1962–1968

**Adrienne Y. Bailey**  
SOUTHERN EDUCATION  
FOUNDATION, INC.  
1989–1998

**Amalia V. Betanzos**  
WILDCAT SERVICE CORPORATION  
1978–1983

**Landrum R. Bolling**  
LILLY ENDOWMENT, INC.  
1975–1977

**Hugh C. Burroughs**  
THE DAVID AND LUCILE PACKARD  
FOUNDATION  
1999–2001

**John B. Coburn**  
ST. JAMES' CHURCH  
1969–1972

**Melvin S. Day**  
NATIONAL LIBRARY OF MEDICINE  
1972–1978

**Nelson W. Dittmar, Jr.**  
COOPERS & LYBRAND LLP  
1988–1998

**Humphrey Doermann**  
THE BUSH FOUNDATION  
1975–1983  
CHAIRMAN 1982–1983

**Lloyd C. Elam**  
MEHARRY MEDICAL COLLEGE  
1976–1981

**Barbara D. Fiorito**  
CHEMICAL BANK  
1982–1987

**C. William Fischer**  
CONSULTANT  
1991–2000

**Margaret T. Fischer**  
MANAGEMENT DECISIONS  
1978–1987

**William H. Forsyth, Jr.**  
BESSEMER TRUST COMPANY, N.A.  
1997–2000

**Marion R.  
Fremont-Smith**  
CHOATE, HALL & STEWART  
1970–1976

**Paul R. Haas**  
INVESTMENTS, CORPUS CHRISTI  
1969–1975

**Robert H. Hamlin**  
HARVARD SCHOOL OF PUBLIC  
HEALTH  
1961–1967

**Daniel Herrick**  
THE NATIONAL GALLERY OF ART  
1981–1991  
CHAIRMAN 1983–1989

**F. Worth Hobbs**  
ALCOA FOUNDATION  
1997–1999

**Dorothy A. Johnson**  
COUNCIL OF MICHIGAN  
FOUNDATIONS  
1985–1992

**Geneva B. Johnson**  
FAMILY SERVICE AMERICA  
1991–1994

**Ingrid Saunders Jones**  
THE COCA-COLA FOUNDATION  
1999–2001

**Eunice Lockhart-Moss**  
NATIONAL ENDOWMENT FOR  
THE ARTS  
1979–1985

**Jing Lyman**  
ROSENBERG FOUNDATION  
1976–1982  
CHAIRMAN 1981–1982

**Margaret E. Mahoney**  
THE COMMONWEALTH FUND  
1977–1983

**Russell G. Mawby**  
W.K. KELLOGG FOUNDATION  
1988–1994  
CHAIRMAN 1989–1994

**Charles H. McTier**  
ROBERT W. WOODRUFF  
FOUNDATION, INC.  
1991–2000  
CHAIRMAN 1994–2000

**Steven A. Minter**  
THE CLEVELAND FOUNDATION  
1990–1999

**Bruce L. Newman**  
CHICAGO COMMUNITY TRUST  
1976–1981

**Douglas X. Patiño**  
TRUSTEE, C.S. MOTT FOUNDATION  
1993–2002

**Robert L. Payton**  
EXXON EDUCATION FOUNDATION  
1978–1983

**Alan Pifer**  
CARNEGIE CORPORATION  
OF NEW YORK  
1967–1971  
CHAIRMAN 1968–1970

**Jacqueline M. Reis**  
MINNESOTA COUNCIL ON  
FOUNDATIONS  
1991–2000

**Rebecca W. Rimel**  
PEW CHARITABLE TRUSTS  
1991–1994

**Julie L. Rogers**  
EUGENE AND AGNES E. MEYER  
FOUNDATION  
1991–2000

**Charles S. Rooks**  
MEYER MEMORIAL TRUST  
1983–1992

**Gene L. Schwilek**  
THE DANFORTH FOUNDATION  
1975–1983

**James P. Shannon**  
GENERAL MILLS FOUNDATION  
1982–1991

**John G. Simon**  
YALE UNIVERSITY SCHOOL  
OF LAW  
1968–1974; 1983–1992

**Lorie A. Slutsky**  
THE NEW YORK COMMUNITY  
TRUST  
1988–1999

**Clifford V. Smith, Jr.**  
GENERAL ELECTRIC  
FOUNDATION, INC.  
1991–1995

**Edwin H. Vause**  
CHARLES F. KETTERING  
FOUNDATION  
1967–1973

**Sidney J. Weinberg, Jr.**  
GOLDMAN SACHS & COMPANY  
1968–1974

**John R. Whitmore**  
BESSEMER TRUST COMPANY, N.A.  
1981–1990

**Colburn S. Wilbur**  
THE DAVID AND LUCILE  
PACKARD FOUNDATION  
1992–1995

**Valleau Wilkie, Jr.**  
SID W. RICHARDSON FOUNDATION  
1982–1991

**Eddie N. Williams**  
JOINT CENTER FOR POLITICAL  
AND ECONOMIC STUDIES  
1984–1993

**Blenda J. Wilson**  
UNIVERSITY OF  
MICHIGAN–DEARBORN  
1982–1991

**John D. Wilson**  
CHASE MANHATTAN BANK  
1956–1963

**Kirke P. Wilson**  
ROSENBERG FOUNDATION  
1982–1991

**Rosalie J. Wolf**  
THE ROCKEFELLER FOUNDATION  
1997–2000

**William R. Wright**  
ARTHUR VINING DAVIS  
FOUNDATIONS  
1969–1975



# Financial Statements

## Independent Auditors' Report

The Board of Trustees, The Foundation Center:

We have audited the accompanying balance sheets of The Foundation Center (the Center) as of December 31, 2002 and 2001, and the related statements of changes in unrestricted net assets, changes in net assets, and cash flows for the years then ended. These financial statements are the responsibility of the Center's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Foundation Center as of December 31, 2002 and 2001, and the changes in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

March 28, 2003

New York, New York

KPMG LLP

## Balance Sheets December 31, 2002 and 2001

Assets	2002	2001
Cash	\$ 101,342	89,575
Contributions receivable (note 2)	2,690,318	2,628,932
Publications inventory	136,301	178,717
Accounts receivable, net of allowance for doubtful accounts	38,784	58,319
Investments (notes 3 and 7)	9,945,752	10,972,034
Furniture, equipment, and leasehold improvements, at cost, less accumulated depreciation and amortization of \$4,689,265 and \$3,903,285 in 2002 and 2001, respectively	3,856,164	4,352,221
Other assets	119,116	86,272
<b>Total assets</b>	<b>\$16,887,777</b>	<b>\$18,366,070</b>
<b>Liabilities and Net Assets</b>		
Liabilities:		
Accounts payable and accrued expenses	\$1,033,795	1,039,579
Deferred revenue	1,701,059	1,235,720
Accumulated postretirement benefit obligation (note 4)	805,821	695,054
<b>Total liabilities</b>	<b>3,540,675</b>	<b>2,970,353</b>
Commitments (note 9)		
Net assets:		
Unrestricted:		
Undesignated	191,990	244,005
Board-designated for long-term investment (note 5)	4,602,954	5,902,954
Investment in furniture, equipment, and leasehold improvements	3,856,164	4,352,221
<b>Total unrestricted</b>	<b>8,651,108</b>	<b>10,499,180</b>
Temporarily restricted (note 6)	3,081,994	3,282,537
Permanently restricted:		
General purposes	1,000,000	1,000,000
Library acquisitions	150,000	150,000
Public education	464,000	464,000
<b>Total permanently restricted</b>	<b>1,614,000</b>	<b>1,614,000</b>
<b>Total net assets</b>	<b>13,347,102</b>	<b>15,395,717</b>
<b>Total liabilities and net assets</b>	<b>\$16,887,777</b>	<b>\$18,366,070</b>

See accompanying notes to financial statements.

# Statements of Changes in Unrestricted Net Assets

Years ended December 31, 2002 and 2001

	Operating	Nonoperating	Total	
			2002	2001
<b>Revenues and gains (losses):</b>				
Foundation and corporate contributions	\$ 2,317,208	—	2,317,208	2,440,968
Publication revenues	7,176,881	—	7,176,881	6,550,658
Program service fees	1,874,396	—	1,874,396	1,714,573
Investment return (note 3)	204,984	(1,408,275)	(1,203,291)	(1,625,850)
Net assets released from restrictions	3,445,428	81,169	3,526,597	3,548,187
Total revenues and gains (losses)	15,018,897	(1,327,106)	13,691,791	12,628,536
<b>Expenses and losses:</b>				
Program services:				
Data collection and publications	6,811,550	337,041	7,148,591	7,188,076
Libraries/learning centers and other public services	3,766,088	215,004	3,981,092	3,711,102
Research and other programs	759,753	43,335	803,088	418,436
Total program services	11,337,391	595,380	11,932,771	11,317,614
Supporting services:				
Management and general	2,952,780	177,299	3,130,079	3,071,866
Fundraising	443,536	31,473	475,009	369,135
Total supporting services	3,396,316	208,772	3,605,088	3,441,001
Loss on disposal of furniture, equipment and leasehold improvements	—	2,004	2,004	6,387
Total expenses and losses	14,733,707	806,156	15,539,863	14,765,002
Acquisition of furniture, equipment and leasehold improvements from operations	(230,469)	230,469	—	—
Increase (decrease) in unrestricted net assets	\$ 54,721	(1,902,793)	(1,848,072)	(2,136,466)

# Statements of Changes in Net Assets

Years ended December 31, 2002 and 2001

	2002	2001
Decrease in unrestricted net assets	\$ (1,848,072)	(2,136,466)
Changes in temporarily restricted net assets:		
Foundation and corporate contributions	3,308,731	1,962,081
Investment income	17,323	17,226
Net assets released from restrictions:		
For operating activities	(3,445,428)	(3,013,365)
For capital purposes	(81,169)	(534,822)
Decrease in temporarily restricted net assets	(200,543)	(1,568,880)
Decrease in net assets	(2,048,615)	(3,705,346)
Net assets at beginning of year	15,395,717	19,101,063
Net assets at end of year	\$13,347,102	15,395,717

See accompanying notes to financial statements.

# Statements of Cash Flows

Years ended December 31, 2002 and 2001

	2002	2001
<b>Cash flows from operating activities:</b>		
Decrease in net assets	\$ (2,048,615)	(3,705,346)
Adjustments to reconcile decrease in net assets to net cash provided by (used in) operating activities:		
Foundation and corporate contributions included in financing activities	—	(477,503)
Depreciation and amortization	804,152	787,214
Loss on disposal of furniture, equipment, and leasehold improvements	2,004	6,387
Net depreciation in fair value of investments	1,408,275	1,904,030
Changes in operating assets and liabilities, net:		
(Increase) decrease in contributions receivable, net of amounts classified as financing	(61,386)	193,771
Decrease (increase) in publications inventory	42,416	(1,095)
Decrease in accounts receivable	19,535	1,225
(Increase) decrease in other assets	(32,844)	41,667
(Decrease) increase in accounts payable and accrued expenses	(5,784)	59,363
Increase in deferred revenue	465,339	477,785
Increase in accumulated postretirement benefit obligation	110,767	74,792
Net cash provided by (used in) operating activities	703,859	(637,710)
<b>Cash flows from investing activities:</b>		
Purchase of investments	(9,159,590)	(8,809,629)
Proceeds from sale of investments	8,777,597	9,245,396
Acquisition of furniture, equipment, and leasehold improvements	(310,099)	(679,818)
Net cash used in investing activities	(692,092)	(244,051)
<b>Cash flows from financing activities:</b>		
Foundation and corporate contributions	—	477,503
Decrease in contributions receivable	—	430,250
Net cash provided by financing activities	—	907,753
Net increase in cash	11,767	25,992
Cash at beginning of year	89,575	63,583
Cash at end of year	\$ 101,342	89,575

See accompanying notes to financial statements.



# Notes to Financial Statements

December 31, 2002 and 2001

## (1) Organization and Summary of Significant Accounting Policies

### Organization

The Foundation Center (the Center) is a not-for-profit organization exempt from U.S. Federal income taxes under Section 501(c)(3) of the Internal Revenue Code and has been designated as an organization which is not a private foundation. The Center's mission is to support and improve philanthropy by promoting public understanding of the field and helping grantseekers to succeed. The Center achieves this mission by collecting, organizing, and communicating information on U.S. philanthropy, conducting and facilitating research on trends in the field, providing education and training on the grantseeking process, and ensuring public access to information and services through its World Wide Web site, print and electronic publications, five libraries and learning centers, and a national network of Cooperating Collections. Its audience includes grantseekers, grantmakers, researchers, policymakers, the media, and the general public.

### Summary of Significant Accounting Policies

#### (a) Basis of Presentation

The net assets of the Center and changes therein are classified and reported as follows:

**Unrestricted net assets** - Net assets that are not subject to donor-imposed stipulations. This category of net assets includes amounts designated by the Board for long-term investment and amounts invested in furniture, equipment, and leasehold improvements, net of accumulated depreciation and amortization.

**Temporarily restricted net assets** - Net assets subject to donor-imposed stipulations that will be met either by actions of the Center and/or the passage of time.

**Permanently restricted net assets** - Net assets subject to donor-imposed stipulations that the principal be maintained permanently by the Center. The Center is permitted to use the income earned on the related investments for general or specified operating purposes.

Revenues are reported as increases in unrestricted net assets unless their use is limited by donor-imposed restrictions. Expenses are reported as decreases in unrestricted net assets. Gains and losses on investments and other assets or liabilities are reported as increases or decreases in unrestricted net assets unless their use is restricted by explicit donor stipulation or by law. Expirations of temporary restrictions on net assets (i.e., the donor-stipulated purpose has been fulfilled and/or the stipulated time period has elapsed) are reported as net assets released from restrictions.

#### (b) Contributions

Contributions, which include unconditional promises to give, are recognized as revenues in the period received.

#### (c) Other Matters

Cash and cash equivalents managed for long-term investment purposes are included in investments.

Publications inventory is stated at the lower of direct production cost (first-in, first-out) or market.

Revenue is recognized during the fiscal year in which the service relates. Deferred revenue primarily includes annual subscriptions paid in advance of the period to which it relates.

Authorship costs are recorded as program expenses in the year incurred.

Depreciation and amortization are provided on a straight-line basis over a ten-year estimated useful life for furniture and equipment, over a five-year estimated useful life for electronic equipment, and over the shorter of the remaining term of the lease or useful life for leasehold improvements.

Total investment return (loss) net of the amount appropriate for operations, net assets released from restrictions for capital purposes, depreciation expense, and other gains or losses are reported as nonoperating activities in the current year statement of changes in unrestricted net assets.

Accounting estimates are an integral part of the financial statements prepared by management and are based upon management's current judgments. Actual results could differ from those estimates.

Other significant accounting policies are set forth in the financial statements and the following notes.

## (2) Contributions Receivable

Contributions receivable are scheduled to be collected as follows at December 31, 2002 and 2001:

	2002	2001
Less than one year	\$1,786,318	2,241,850
One to five years	904,000	387,082
	<u>\$2,690,318</u>	<u>2,628,932</u>

## (3) Investments

Investments are carried at fair value based upon quoted market prices. Investments at December 31, 2002 and 2001 consist of the following:

	2002		2001	
	Cost	Fair Value	Cost	Fair Value
Cash equivalents	\$3,538,257	3,538,257	3,209,064	3,209,064
Bonds and notes	2,192,218	2,287,645	1,895,724	1,919,802
Common and preferred stocks	4,679,917	4,119,850	5,615,148	5,843,168
	<u>\$10,410,392</u>	<u>9,945,752</u>	<u>10,719,936</u>	<u>10,972,034</u>

The Board of Trustees has approved an annual spending rate of up to 4.5% of the average market value of the investments managed by the investment manager at the end of the three preceding years. The components of investment return (loss) for the years ended December 31, 2002 and 2001 are as follows:

	2002	2001
Interest and dividends	\$ 222,307	295,406
Net depreciation	(1,408,275)	(1,904,030)
Total investment return (loss)	(1,185,968)	(1,608,624)
Less investment return appropriated under spending policy, including temporarily restricted amount of \$17,323 and \$17,226 in 2002 and 2001, respectively	222,307	485,408
Investment loss reported as nonoperating	\$ (1,408,275)	(2,094,032)

#### (4) Postretirement Health Care Benefits

The Center sponsors an unfunded postretirement health care plan that covers all employees who meet certain eligibility requirements. The following table provides information with respect to the plan as of and for the years ended December 31, 2002 and 2001:

	2002	2001
Benefit obligation at December 31	\$ 979,831	691,311
Unrecognized loss (gain)	174,010	(3,743)
Accrued benefit liability recognized in the balance sheets	\$ 805,821	695,054
Net periodic benefit cost	\$ 126,486	88,006
Employer contributions	\$ 15,719	13,214
Benefits paid	\$ 15,719	13,214

The assumptions used in the measurement of the Center's benefit obligation are shown in the following table:

	2002	2001
Weighted-average discount rate as of December 31	6.75%	7.25%
Medical trend rates (applied to net incurred claims)	10% during the year 2002 (and 5% in 2001) decreasing to 9.5% during the year 2003 grading to 5.5% by 2011.	

#### (5) Board-Designated Amounts for Long-Term Investment

The Board of Trustees has designated certain amounts for long-term investment. Reductions of \$1,300,000 and \$1,700,000 were authorized in 2002 and 2001, respectively.

#### (6) Temporarily Restricted Net Assets

Temporarily restricted net assets were available for the following purposes or for future periods at December 31, 2002 and 2001:

	2002	2001
Data collection and publications	\$300,000	1,142,316
Libraries and other public services	1,009,257	631,805
Other programs	238,554	90,000
Future periods	1,534,183	1,418,416
Total	\$3,081,994	3,282,537

#### (7) Line of Credit

The Center maintains a \$500,000 secured line of credit. There were no borrowings against this line in 2002 or 2001. The line of credit is secured by investments with a fair value of \$835,000.

#### (8) Pension Plan

The Center has a noncontributory, defined contribution group annuity pension plan, which provides for the option of voluntary employee contributions and covers all employees who meet minimum age and service requirements. Pension costs are funded when accrued, and benefits vest on contribution to the plan. Total cost of the plan for the years ended December 31, 2002 and 2001 amounted to approximately \$631,000 and \$549,000, respectively.

#### (9) Lease Commitments

The Center occupies office facilities in New York City, Washington, D.C., Cleveland, San Francisco, and Atlanta under various lease agreements. Future minimum annual rental payments under the lease agreements are as follows:

Year ending December 31	Amount
2003	\$1,161,293
2004	1,123,807
2005	1,114,968
2006	1,166,697
2007	1,172,349
Thereafter	1,381,043
	\$7,120,157

In connection with the New York lease, the Center maintains a letter of credit in the amount of \$400,000. Rent expense was approximately \$1,369,000 and \$1,256,000 in 2002 and 2001, respectively. In 2000, the Center received \$679,225 in temporarily restricted contributions for the construction and furnishing of its new office and library/learning center in Washington, D.C. which was opened in January 2001, of which \$464,205 was used during 2000, \$178,281 was used in 2001 and the remaining \$36,739 was used in 2002. The Center received and spent a total of \$333,891 in temporarily restricted contributions in 2000 and 2001 to construct and furnish its new office and library/learning center in Cleveland, which was opened in September 2001.

## Credits

### Design

Apicella Design

### Photography

Steve Hockstein, Harvard Studio,  
except as noted below

Mary Gregory (p. 5): Séamus Vanecko

Carol Kellermann (p. 7): Paule Rogol

San Francisco reception (p. 12):

George Nikitin

Deborah Vesey (p. 15): Nick Cool,

The Image Works

Topeka, KS, Cooperating Collection (p. 17):

Michael Perkins

Springfield, MO, and Rochester, NY,

Cooperating Collections (p. 18):

Erika Wittlieb

Redmond, WA, Cooperating Collection (p. 19):

Heather Starbuck

### Project Director

Cheryl Loe

## **Headquarters**

### **New York**

79 Fifth Avenue  
New York, NY 10003-3076  
Tel: 212-620-4230  
Fax: 212-807-3677

## **Field Offices**

### **Atlanta**

50 Hurt Plaza  
Suite 150  
Atlanta, GA 30303-2914  
Tel: 404-880-0094  
Fax: 404-880-0087

### **Cleveland**

1422 Euclid Avenue  
Suite 1600  
Cleveland, OH 44115-2001  
Tel: 216-861-1934  
Fax: 216-861-1936

### **San Francisco**

312 Sutter Street  
Suite 606  
San Francisco, CA 94108-4323  
Tel: 415-397-0902  
Fax: 415-397-7670

### **Washington**

1627 K Street NW  
Third Floor  
Washington, DC 20006-1708  
Tel: 202-331-1400  
Fax: 202-331-1739

### **Web Site**

[www.fdncenter.org](http://www.fdncenter.org)